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The directed survey and visitation evangelism

THE DIRECTED SURVEY
AND
VISITATION EVANGELISM

Dr. A. Earl Kernahan and Mrs. Susanna E. Kernahan in front of the Hamilton Hotel, Washington, D. C., at the conclusion of the Directed Survey and the beginning of the Visitation Evangelism Campaign

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The Directed Survey
And
Visitation Evangelism

By

A. EARL KERNAHAN, D.D.

Author of "Visitation Evangelism," "Adventures in Visitation Evangelism," and "Christian Citizenship and Visitation Evangelism."

NEW YORK CHICAGO
Fleming H. Revell Company
LONDON AND EDINBURGH

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FLEMING H. REVELL COMPANY

New York: 158 Fifth Avenue
Chicago: 851 Cass Street
London: 21 Paternoster Square
Edinburgh: 99 George Street

To
SUSANNA MAE KERNAHAN,
Our Precious Daughter, Who Since
Babyhood Has Loved Jesus and
Thought of His Kingdom as the
Whole Wide World,
This Book
Is Dedicated.

PREFACE

THIS is the age of rapid and comfortable travel. As I write these lines I am speeding along at the rate of one hundred and twenty-five miles an hour in an airplane which left Dallas, Texas, at 8:30 o'clock this morning and will arrive in Denver, Colorado, at 5:20 o'clock this afternoon.

It is amazing with what facility we use airplanes for travel, and yet know very little about our immediate communities. I have known clergymen to travel by airplane who worked their plans of spiritual enterprise in the dark.

A Kernahan *Directed Survey* does for the pastor's plans of spiritual adventure what the plane does for transportation. It lifts him above the obstacles that obstruct the vision, gives him a clear and complete view of his field and magnifies his opportunity in alluring colours.

We are now above the clouds, and our speed one hundred and *thirty*-five miles an hour. Any pastor who will plan for a *Directed Survey* for his community and insist that it be directed by an *expert Survey Director* can live above the clouds of misapprehension and preconceptions about his community. He can *know* the individuals.

From thirty to seventy persons out of every one hundred are lost to the Church. This is unnecessary. This lamentable situation compelled us to originate the *Directed Survey.* This book records the evolution of a method which lists an average of ninety-five and three-fourths per cent of the population of hamlets, towns, cities and great metropolitan centres; gives the religious status of each person and creates a great enthusiasm in the minds and hearts of the church members to win them to Christ. This book reveals the significant fact that the *Directed Survey* was conceived and has been perfected in actual field-work. Cities all over the North American continent have served as our laboratory. The discovery of millions who can be won to Christ has inspired us to work hard to eliminate all flaws in technique and finally present a method as nearly perfect as we can work out.

A. E. K.

Aboard an Airplane,
Bet. Dallas, Tex., and Denver, Colo.

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I

A GREAT NEED

A LARGE number of individuals in every community, whether it is large or small, are unknown to the Church. This is true both in rural and city communities. They are not carried on any church constituency roll. No one feels responsible to offer them the Christian ministries. They never are constrained to accept Jesus Christ as Saviour and Lord.

Thousands of families in every city are unknown to the pastors. They are not carried in the mind and heart of any Spiritual Shepherd. Their children are not receiving religious nurture.

All of this is unnecessary. The people of any community can be known and many of them led to accept Christ. We discovered a section of Providence, Rhode Island, where a church was rapidly dying. We found five families within three blocks of that church with a total of ten parents and sixty-two children. These parents preferred the communion represented by that church; not one of the seventy-two persons were attending any church.

When the Visitation Evangelism Campaign was completed one team of two people had won twenty-seven of the seventy-two to Christian decision and church membership; other teams had won some, and a total of fifty-eight were won in these five families.

In our *Directed Survey* in Alexandria, Virginia, we found eighteen people in one block of homes who attended no church; we won eleven to Christ.

Churches are being closed every day with hundreds and sometimes thousands of people right around them, who have never been asked to accept Christ as Saviour, who can be won.

One of the churches in Worcester, Massachusetts, was reluctant to enroll in the Kernahan Visitation Evangelism Campaign on the grounds that the membership was small and the belief that practically all of the people in that section of the city were Roman Catholic. The pastor persuaded his congregation to participate in the campaign.

Our *Directed Survey* discovered more people in that community who preferred that church, and were not members, than there were members. During the Visitation Campaign they won one hundred and forty-nine persons to the Christian life and church membership.

The outlook and spirit of a church can be transformed in one month's time by engaging in a *Directed Survey* and a Kernahan Visitation Evangelism Campaign.

A church in Louisville, Kentucky, cooperated in our campaign primarily to be courteous. Neither the pastor nor the members expected to reap a harvest. To the amazement of all, the *Directed Survey* presented them with the names of 504 who preferred that church and were not members. They won many to the Christian life.

The pastor of this Louisville church now declares that he has a *new* church.

America and the world will never be Christianized until we gather sufficient information about the religious status of the people in each individual church community to work intelligently and apply ourselves so *intensively* that our members will be spiritualized by a clear conception of their responsibility.

ILLUSTRATIONS OF THE NEED

Report of Kernahan Directed Survey

Rome, N. Y. March 16–21, 1930.

Mr. Olin B. Lawton. . Chairman Survey Committee

The city was divided into four districts:

District No. 1..Miss Kate Hayden, Chairman
District No. 2..Mr. E. L. Kirkland, Chairman
District No. 3..Mr. Olin B. Lawton, Chairman
District No. 4..Judge T. J. McNamara, Chairman

The following churches co-operating: First Methodist, Calvary Methodist, Wesleyan Methodist, Zion Episcopal, First Baptist, First Presbyterian, Bethel Presbyterian and Trinity Evangelical Lutheran.

These churches provided 310 workers, giving 348 periods of work, completing 4,524 survey cards. Two hundred and sixty-five families were not at home after one or more calls. Fifty-one houses were found vacant, fifty refused to give the information. The information desired was secured from 4,247 families.

Family Analysis

Protestants	2,554
Catholics	1,561
Jewish	28
Miscellaneous	104

Protestants above the age of 8 without membership, but giving definite church preference	2,589
Without membership or preference	154
Those having membership out of city	414
Total Evangelistic Responsibility	3,157

Protestant population	9,064
Number enrolled in Sunday school (all ages)	2,433
Number not enrolled in Sunday school (all ages)	6,631

Report of Kernahan Survey, Louisville, Ky., October 6–18

Mr. Frank H. Gregg, Chairman Survey Committee

Report by Districts

West Louisville—Rev. L. A. Taylor, Director

Headquarters—Second English Lutheran

The following churches co-operating: West Louisville Evangelical, Jefferson Street Methodist Episcopal, St. Luke's Evangelical, Second Lutheran, Shawnee Presbyterian, Wesley Methodist Episcopal, Portland Methodist Episcopal, and West End Christian.

These churches provided 168 workers, giving 95 days' work, securing information from 5,998 families, reporting about 1,500 families not at home after one or more calls.

West End District—Rev. H. T. Wood, Director

Headquarters—Shawnee Christian

The following churches co-operating: Virginia Avenue Methodist, Third Presbyterian, Shawnee Christian, Memorial Lutheran, New Covenant Presbyterian, West Broadway Methodist, and Flora Heights Presbyterian.

These churches provided 304 workers, giving 160 days' work, securing information from 5,195 families, reporting about 700 families not at home after one or more calls.

Crescent Hill District—Rev. Chas. A. Roy, Director

Headquarters—Crescent Hill Methodist

The following churches co-operating: Crescent Hill Christian, St. Mark's Episcopal, Bethel Evangelical, Crescent Hill Methodist, James Lee Memorial, and Clifton Christian.

These churches provided 161 workers, giving 95 days' work, securing information from 4,501 families, reporting about 250 families not at home after one or more calls.

Highland District—Rev. George Swann, Director

Headquarters—Edenside Christian Church

The following churches co-operating: Edenside Christian, Trinity Lutheran, Highland Methodist, and Zion Evangelical.

These churches provided 111 workers, giving 71 days' work, securing information from 3,932 families, reporting about 250 families not home after one or more calls.

South Louisville—Rev. M. Baas, Director

Headquarters—St. James' Evangelical Church

The following churches co-operating: St. James'

Evangelical, Bethany Lutheran, and Victory Memorial Baptist.

These churches provided 59 workers, giving 42 days' work, securing information from 1,781 families, reporting 65 families not at home after one or more calls.

Central District—Rev. H. D. Johnson, Director

Headquarters—Broadway Baptist Church

The following churches co-operating: Trinity Methodist Episcopal, First Christian, Market Street Methodist Episcopal, Christ Church Cathedral, Methodist Temple, Second Presbyterian, Broadway Baptist, St. Paul's Evangelical, Zion Reformed, Stuart, Broadway, Christian, First Lutheran, St. John's Evangelical, and Warren Memorial Presbyterian.

These churches provided 541 workers, giving 235 days' work, securing information from 9,554 families, reporting about 1,800 families not at home after one or more calls.

South Central District—Rev. Murdock, Director

Headquarters—First Presbyterian

The following churches co-operating: Prestonia Presbyterian, Calvary Methodist, Bethlehem Evangelical, Union Presbyterian, Central Christian, First Presbyterian, Fourth Avenue Methodist, Fourth Avenue Presbyterian, and Robinson Memorial Presbyterian.

These churches provided 451 workers, giving 169 days' work, securing information from 12,025 families, reporting 1,250 families not at home after one or more calls.

Fifty co-operating churches provided 1,795 workers, giving 867 days' work, making 48,877 calls. Six thousand seven hundred and fifteen families were not home after one or more calls. One thousand nine hundred and fifty houses were found vacant. Four hundred and forty-nine refused to give the information. The desired information was secured from 39,763 families.

FAMILY ANALYSIS

Protestants	27,763
Roman Catholic	11,053
Jewish	1,000

Protestants above the age of 12 without membership, but giving definite church preference	13,256
Without membership or preference	6,584
Those having membership out of city	4,605
Total Evangelistic Responsibility	24,445

II

RESULTS ACHIEVED

THE *Directed Survey* was originated to meet a need by a man facing and engaged in the actual work of evangelizing the cities. Every detail of organization was suggested by situations coming up out of his work.

The following cities have been surveyed during the period of the development of this method: Youngstown, Ohio; Worcester, Massachusetts; Harrisburg, Pennsylvania; Portland, Maine; Patterson, New Jersey; Sharon, Pennsylvania; Johnstown, Pennsylvania; Lynn, Massachusetts; Seattle, Washington; Newark, New Jersey; Norfolk, Virginia; Albany, New York; Flint, Michigan; Richmond, Virginia; Kenova, West Virginia; Charleston, South Carolina; Chattanooga, Tennessee; Louisville, Kentucky; Fort Worth, Texas; Petersburg, Virginia; Akron, Ohio; Albemarle, North Carolina; Washington, D. C.; Syracuse, New York; East Liverpool, Ohio; Greenville, South

Carolina; Bloomington, Indiana; Shelby, Ohio; Chicago, Illinois; and Miami, Florida.

Year after year during a period in which we have won 228,410 persons to Christian decisions and church membership the *Directed Survey* has been perfected, we have surveyed more than 10,000,000 individuals.

There have been times during the evolution of our work when the survey was incomplete; but it has always gathered a great deal of information that was invaluable to the pastors. Now we are always sure of a thorough survey, providing the pastors enlist sufficient workers.

A *Directed Survey* will discover an average of 95¾ per cent of the population and list their religious status.

When the survey is followed by a Kernahan Visitation Evangelism Campaign with all of the churches co-operating with sufficient workers under the direction of a *competent Director* nearly sixty per cent of the people outside of the churches can be won to Christian decisions and Church membership.

When a multitude of such stories as the following come to us in every campaign we cannot refrain from the most insistent exhortation that the pastors avail themselves of this method.

At the close of the Louisville Kernahan Visitation Evangelism Campaign, Mr. Frank H. Gregg, Religious Work Director of the Y. M. C. A., wrote as follows:

> "Last Sunday morning as I sat in the choir loft of our church and heard the pastor give the usual invitation to all who desired to accept Christ as their personal Saviour and to unite with the Church, to come forward, I was elated as a man sixty years of age started down the aisle. I remembered that he was the first person upon whom my team-mate, Mr. Blakely, and I called. In all his sixty years he had not committed himself to Christ nor joined the Church. He lives in the east end of the city, while our church is in the west end. Some one asked him, 'Why did you come so far to join a church?' He replied, 'This is the first church that has ever taken any interest in me.'"

An Illustration of Results

Kernahan Directed Survey

Chattanooga, Tennessee

Lin. D. Cartwright, D.D., Chairman of Survey Committee

January 19–24, 1930

General Headquarters, Y. M. C. A.

Dr. Lin. D. Cartwright, Survey Chairman

District No. 1. . . Rev. Roland W. Selman, Director

Co-operating churches: First Baptist, Headquarters; North Side Presbyterian, First Baptist, North Side Baptist, Central Baptist, Calvary Baptist, St. Paul's Episcopal, and Trinity Methodist Episcopal, South.

Cards Reported 5,061

District No. 2. . Rev. Raymond G. Sherrer, Director

Co-operating churches: Central Presbyterian, Headquarters; Central Presbyterian, Missionary Ridge Presbyterian, Highland Park Methodist Episcopal, South; Manker Memorial, Methodist Episcopal, Ridgedale Baptist, Highland Park Baptist, Highland Park Christian, Emanuel Lutheran, Grace Memorial Episcopal, Pilgrim Congregational, King Memorial, East Chattanooga, and Highland Park Methodist Episcopal.

Cards Reported 4,111

District No. 3. . . . . Rev. T. B. Cowan, Director

Co-operating churches: Highland Park Methodist Episcopal, South, Headquarters; First Presbyterian, Third Presbyterian, Centenary Methodist Episcopal, South; East Lake Methodist Episcopal, South; Brainerd Methodist Episcopal, South; Brainerd Baptist, Ridgedale Methodist Episcopal, South; Union Congregational, and Woodland Park Baptist.

Cards Reported 2,977

District No. 4..........Rev. L. C. Vass, Director

Co-operating churches: St. Elmo Presbyterian, Headquarters; Second Presbyterian, St. Elmo Presbyterian, Cumberland Presbyterian, St. Elmo Methodist Episcopal, South; Alton Park Methodist Episcopal, South; First Christian, East Lake Christian, Ascension Lutheran, and First Methodist.

Cards Reported	2,847

Thirty-seven co-operating churches reported	14,996 Cards
Vacant houses	914
Information refused	148
Coloured	221
Families away for winter	48
Total families from which information was secured	13,665
Families out after two or more calls	2,000

FAMILY ANALYSIS

Protestant	13,127
Catholic	323
Jewish	215

Analysis of White Population

White Protestant population	47,505
Number enrolled in Sunday school (all ages)	22,758
Number not enrolled in Sunday school (all ages)	24,747

Without Church Membership with preference (above 10 years)	13,171
Without Church Membership with no preference (above 10 years)	1,173
Membership elsewhere	3,742
Total Evangelistic Responsibility	18,086

By following *Directed Surveys* like this one above with Kernahan Visitation Evangelism Campaigns, we have won 228,410 persons to Christian decisions and Church membership in the last seventy months of work.

III

PLANS FOR THE FUTURE

EVERY community should have a *Directed Survey* once each year. This is the only possible way for the pastors to keep their *Responsibility Roll* up to date. This is the best way to keep a congregation in the grip of a spiritual fervency. When they see and hear the religious needs of the people in intimate contact with the people they are thrilled with the Christian passion to serve them.

Every hamlet, town and city should have a yearly *Directed Survey*. The literature is available. The leadership is trained by vast experience. The cost is nominal.

In the future all pastors should insist upon an intimate knowledge of the community. For instance, how do you think the work of the Church would be influenced by as careful an analysis of the religious situation as the pastors of Bloomington, Indiana, had after our *Directed Survey?*

Roman Catholic individuals	889
Coloured individuals	728
Jewish individuals	24
Protestant individuals	13,813
Total population listed	15,471
Adults and children in Sunday school	5,234
Adults and children not in Sunday school	8,579

Church membership elsewhere	1,837
No membership with church preference (above 10 years)	3,072
No membership, no church preference (above 10 years)	1,156
Total Evangelistic Responsibility	6,065

I have cited Bloomington, Indiana, for two reasons. This is a small city and the church people are inclined to think that they know their situation perfectly. Bloomington is the seat of Indiana University and highly favoured in every way.

The pastors were astounded to find their responsibility so large, as the following letter attests:

"My Dear Dr. Kernahan:

"This is to state that I had not known Dr. Kernahan prior to the fall of 1929, when I met him here at Bloomington. I went to the luncheon meeting without enthusiasm, for the last evangelistic programme put on in Bloomington was a dismal failure.

I heard Dr. Kernahan's initial statement, which was so free from the 'sawdust trail evangelism,' so simple and sincere that I consented to assist in the local programme. I have the conviction that the Kernahan Visitation Campaign was worthwhile from the standpoint of the fine co-operation and collaboration with other churches. It was a fine thing from the standpoint of the survey of the population of our city with reference to church affiliation, church preference, etc. It was so worthwhile that churches that had not collaborated were sorry they had not done so. It was worthwhile from the standpoint of the increases in church membership and the increase of church influence within the city. It was worthwhile in that each congregation participating was left in a stronger rather than a weaker position after the close of the campaign, due to the fact that the work was done almost exclusively by local people who were better trained to carry on after the close of the campaign.

"A considerable number of faculty members among the different churches took active part in this campaign, and share my view as expressed above.

" Very sincerely yours,
" B. D. Myers,
"Dean at Bloomington, Indiana University School of Medicine."

The following report indicates the right plan for the future.

KERNAHAN DIRECTED SURVEY

Richmond, Virginia, March 30–April 11, 1930

Survey Chairman—Dr. S. S. Hill

District Number 1—Jefferson Ward, Church Hill and Fulton.

Director: Rev. James O. Helsabeck; Headquarters, Leigh Street Baptist Church.

Broaddus Memorial Baptist, East End Baptist, Leigh Street Baptist, Oakwood Avenue Baptist, Raleigh Forbes Memorial Baptist, Venable Street Baptist, St. Patrick's Catholic, Third Christian, Christ Episcopal, Thomas Branch Memorial Methodist, Denny Street Methodist, Fulton Hill Methodist, St. James' Methodist, St. Paul's Methodist, Union Station Methodist, Fulton Presbyterian, Hoge Memorial Presbyterian, Third Presbyterian, Fairmount Presbyterian, Fairmount Avenue Baptist, Fairmount Avenue Methodist Apostolic, Maple Grove Methodist, Trinity Methodist.

District Number 2—South Richmond.

Director: Rev. V. Carney Hargrove; Headquarters, Bainbridge Street Baptist.

Bainbridge Street Baptist, Clopton Street Baptist, Oak Grove Baptist, Stockton Street Baptist, Weatherford Memorial Baptist, Sacred Heart Catholic, Cowardin Avenue Christian, St. Luke's Episcopal, Asbury Methodist, Central Methodist, Decatur

Street Methodist, Memorial Methodist, Webber Memorial Baptist, Woodland Heights Baptist, Berryman Methodist, Forest Hill Presbyterian, Oakland Methodist, Good Shepherd.

District Number 3 and 4—Central.

Director: Rev. J. C. Faw; Headquarters, Second Presbyterian Church.

Second Baptist, St. Mary's German Catholic, St. Peter's Catholic, Seventh Street Christian, St. Paul's Episcopal, Broad Street Methodist, Centenary Methodist, First Presbyterian, Second Presbyterian.

District Number 5 and 5-D—Clay Ward.

Director: Rev. H. T. Matthews; Headquarters, Pine Street Baptist Church.

Director: Rev. Samuel L. Dumville; Headquarters, Park View Baptist Church.

Park View Baptist, Pine Street Baptist, Byrd Park Methodist, Laurel Street Methodist, Calvary Baptist.

District Number 6—West End.

Director: Rev. Lee C. Sheppard; Headquarters, First Baptist Church.

First Baptist, Grace Baptist, Grove Avenue Baptist, Immanuel Baptist, Tabernacle Baptist, Sacred Heart Cathedral, Catholic; Hanover Avenue Christian, Grace and Holy Trinity Episcopal, St. James' Episcopal, First English Lutheran, Boulevard

Methodist, Monument Methodist, Pace Memorial Methodist, Grace Covenant Presbyterian, Friends Church, First Unitarian, Boulevard Baptist, First Christian Congregational, Grove Avenue Presbyterian, St. Benedict's Catholic, St. John's Evangelical Lutheran.

District Number 7-A—North Side.

Director: Mr. N. C. Scott; Headquarters, Barton Heights Methodist Church.

Barton Heights Baptist, Ginter Park Baptist, St. Paul's Catholic, Battery Park Christian, Epiphany Episcopal, St. Thomas' Episcopal, Barton Heights Methodist, Ginter Park Methodist, Ginter Park Presbyterian, Read Memorial Presbyterian.

District Number 7-B—Highland Park.

Director: Rev. W. R. Flannagan; Headquarters, North Side Baptist Church.

Highland Park Methodist, Highland Park Christian, North Side Baptist, St. Elizabeth's Catholic, Mizpah Presbyterian, Ascension Episcopal.

District Number 8—Glen Allen and Community.

Director: Rev. L. C. Harrison; Headquarters, Emanuel Episcopal Church.

Lakeside Presbyterian, Laurel Presbyterian, Biltmore Baptist, Greenwood Methodist, North Run Baptist, Emanuel Episcopal, Hatcher Memorial, Bethlehem Baptist, Glen Allen Baptist, Longdale Methodist.

One hundred and three co-operating churches furnished 2,431 workers, who gave a total of 1,245½ days' work. Twenty-nine thousand one hundred and eighty completed cards were turned in. Nine hundred and six houses were found to be vacant. Information was secured from 28,198 families. Two hundred and sixty families refused to give the desired information. Nine foreign-speaking families were unable to give information due to language difficulty. Seventy-six cards were incompleted. Between 300 and 400 families were "OUT;" after from one to eight return calls.

POPULATION ANALYSIS

White population	111,334
Jewish	2,311
Greek	140
Catholic	7,084

Protestant Population Analysis

White Protestant population	101,799
In Sunday school (all ages)	50,077
Not in Sunday school (all ages)	51,722
Church preference (above 10 years)	14,273
No church preference (above 10 years)	6,188
Membership elsewhere	7,219
Total Evangelistic Responsibility	27,680

We directed eighty-four Richmond churches in a Kernahan Visitation Campaign, and won 5,272 persons to Christian decision and Church membership.

IV

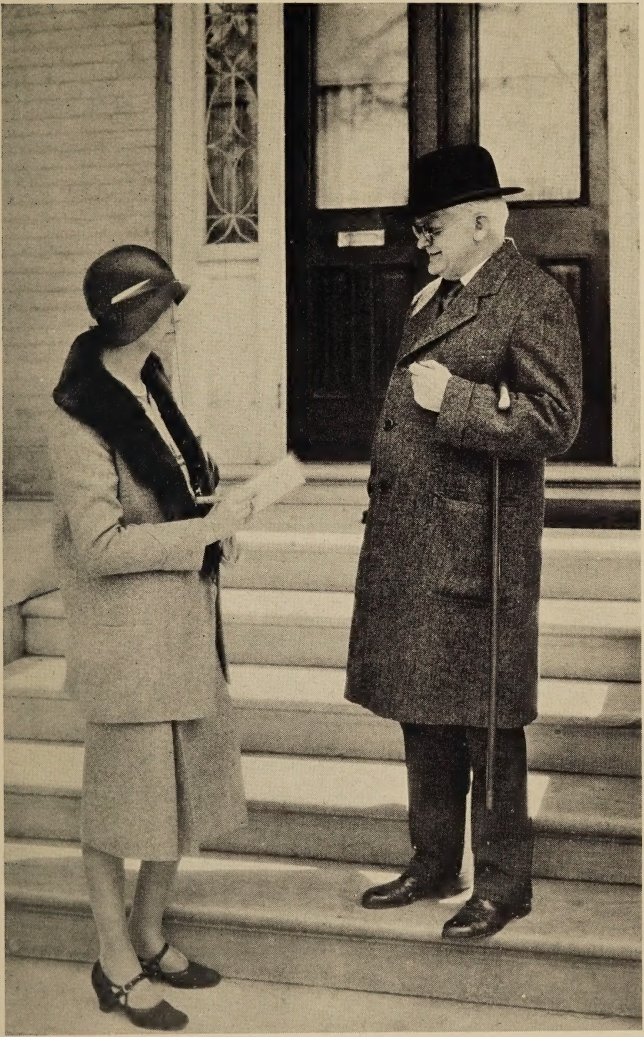
HOW TO PROCEED

ALL of the religious groups in the city or community should be led to co-operate in a *Directed Survey*. Then every individual church in each group should be enlisted in the undertaking. Of course, if some church or several churches cannot be enrolled this fact should not discourage the leaders in their purpose. There are still some churches so involved in a crass individualism that they try to live unto themselves.

When a large majority of the churches co-operate you are sure to gain the respect and good-will of the community. This is indispensable to the best results.

A single church survey in a community where there are several is usually unsatisfactory. People resent being asked for information when the purpose appears to be sectarian or denominational.

A community-wide, interdenominational *Directed Survey* builds up an intelligent appreciation of each communion for the other. It



Governor John Garland Pollard's home was the first one visited in the Richmond Kernahan Directed Survey in which 86 Churches Protestant, Catholic and Jewish participated

creates a wholesome attitude on the part of the people outside of the Church for religion and the Church.

I directed a survey recently where thirty-seven denominations co-operated.

The following survey is a good illustration of what can be accomplished:

Report of Kernahan Directed Survey for Washington, D. C., March 9–21, 1930

General Headquarters—Calvary Baptist Church

Rev. J. R. Duffield............Survey Chairman

District No. I

Rev. Freeley Rohrer, Chairman. Metropolitan Presbyterian Church, Headquarters.

The following churches co-operating: Kendall Baptist, Washington City Brethren, Christ Episcopal, St. Mark's Episcopal, Reformation Lutheran, St. Mark's Lutheran, Gorsuch Methodist, Trinity Methodist, Wilson Memorial Methodist, First Methodist Protestant, North Carolina Avenue Methodist Protestant, Marvin Methodist Episcopal South; Metropolitan Presbyterian, St. Matthew's Lutheran.

A total of 384 workers gave 204 days, making 10,402 calls, securing the information from 9,347 families, reporting 1,069 families away from home after from 2 to 4 calls.

District No. II

Mr. Roscoe Brane, Chairman. Mt. Vernon Place Methodist Episcopal Church, South, Headquarters.

The following churches co-operating: Calvary Baptist, First Congregational, Vermont Avenue Disciples, Luther Place Memorial Lutheran, Zion Lutheran, Mt. Vernon Place Methodist Episcopal, South; McKendree Methodist, Metropolitan Methodist, New York Avenue Presbyterian, Grace Reformed, Universalist, Salvation Army.

A total of 740 workers gave 396 days, making 9,616 calls, securing the information from 9,366 families, reporting 250 families away from home after from 2 to 4 calls.

District No. III

Rev. Moses Lovell, Chairman. Mt. Pleasant Congregational Church, Headquarters.

The following churches co-operating: National Baptist Memorial, Mt. Pleasant Congregational, St. Andrew's Episcopal, Francis Asbury Methodist Episcopal, South; Calvary Methodist, Friends Church.

A total of 220 workers gave 133 days, making 7,494 calls, securing information from 6,494 families, reporting approximately 1,000 families away from home after 2 to 4 calls.

District No. IV

Rev. George F. Dudley, Chairman. St. Paul's Methodist Episcopal Church, South, Headquarters.

The following churches co-operating: Columbia Heights Disciples, St. Paul's Rock Creek Episcopal, Holy Comforter Episcopal, St. Stephen's and Incarnation Episcopal, Columbia Heights Lutheran, Zion Lutheran, Emory Methodist Episcopal, South; Brightwood Methodist Episcopal, St. Paul's Methodist Episcopal, Hamline Methodist Episcopal, Petworth Methodist Episcopal, First Reformed, Wallace Memorial United Presbyterian.

A total of 492 workers gave 268 days, making 8,874 calls, securing information from 8,274 families, reporting 600 families away from home after 2 to 4 calls.

District No. V

Rev. Kyle Booth, Chairman. Ingram Memorial Congregational Church, Headquarters.

The following churches co-operating: Ingram Congregational, Ninth Street Disciples, Epworth Methodist Episcopal, South; Douglas Memorial Methodist, Rosedale Methodist, Waugh Methodist Episcopal.

A total of 338 workers gave 217 days, making 8,665 calls, securing information from 7,073 families, reporting 1,592 families away from home after from 2 to 4 calls.

District No. VI

Rev. O. O. Dietz, Chairman. Brookland Baptist Church, Headquarters.

The following churches co-operating: Bethany Baptist, Brookland Baptist, Memorial United Brethren, Rhode Island Avenue Methodist Protestant, St. Stephen's Lutheran, Brookland Methodist, Langdon Methodist, Lincoln Road Methodist.

A total of 352 workers gave 224 days, making 5,824 calls, securing information from 5,424 families, reporting 400 families away from home after from 2 to 4 calls.

District No. VII

Rev. P. C. Edwards, Chairman. Pilgrim Presbyterian Church, U. S., Headquarters.

The following churches co-operating: First Baptist, West Washington Baptist, Potomac Heights Community, St. John's Georgetown Episcopal, St. Thomas' Episcopal, Georgetown Lutheran, Concordia Evangelical, Dumbarton Avenue Methodist, Foundry Methodist Episcopal, Union Methodist, University Heights Methodist, Congress Street Methodist Protestant, Mt. Tabor Methodist Protestant, Calvary Methodist Episcopal, South; Covenant Presbyterian, First Presbyterian, Georgetown Presbyterian, Peck Chapel Presbyterian, Western Presbyterian, Pilgrim Presbyterian, South.

A total of 743 workers gave 392 days, making 10,215 calls, securing information from 8,765 families, reporting 1,450 families away from home after from 2 to 4 calls.

District No. VIII

Dr. Joseph M. White, Chairman. Wesley Methodist Episcopal Church, Headquarters.

The following churches co-operating: Chevy Chase Baptist, All Saints' Episcopal, St. Paul's Lutheran, Bethesda Methodist Episcopal, South; Chevy Chase Methodist Episcopal, Eldbrook Methodist Episcopal, Wesley Methodist Episcopal, Chevy Chase Presbyterian, Bethesda Presbyterian, South.

A total of 285 workers gave 598 days, making 5,689 calls, securing information from 4,589 families, reporting 1,100 families away from home after from 2 to 4 calls.

District No. IX

Rev. Thomas S. Davis, Chairman. Anacostia Methodist Episcopal Church, Headquarters.

The following churches co-operating: Anacostia Baptist, Emmanuel Episcopal, Anacostia Methodist, Congress Heights Methodist, Garden Memorial Presbyterian.

A total of 103 workers gave 92 days, making reports for 1,532 families.

District No. X

Rev. Perry Mitchell, Director. Clarendon Baptist Church, Headquarters.

The following churches co-operating: Clarendon Baptist, Clarendon Presbyterian, Ft. Myer Heights Methodist Protestant, Aurora Heights Methodist Episcopal, South; Cherrydale Methodist Protestant, Walker's Chapel Methodist Protestant, Ballston Christian, Ballston Methodist Protestant, Arlington Baptist, Arlington Presbyterian, Aurora Hills Methodist Protestant, Virginia Highlands Baptist.

A total of 376 workers gave 219 days, getting information from 4,262 families.

District No. XI

Rev. J. W. Loftis, Chairman. Northminster Presbyterian Chapel, Headquarters.

The following churches co-operating: Silver Springs Baptist, Takoma Park Disciples, Silver Springs Mission Episcopal, Takoma Park Lutheran, Northminster Chapel Presbyterian.

A total of 124 workers gave 76 days, making 2,439 calls, securing information from 1,851 families, reporting 588 families away from home after from 2 to 4 calls.

District No. XII

Rev. J. H. Billingsley, Chairman. Mt. Ranier Methodist Episcopal Church, South, Headquarters.

The following church co-operating: Mt. Ranier Methodist Episcopal Church, South.

A total of 32 workers gave 21 days, making 413 calls, securing information from 354 families, reporting 59 families away from home after from 2 to 4 calls.

The 111 co-operating churches, providing 4,189 workers, who gave 2,840 days of work, making 75,439 calls, securing information from 67,331 families, 1,249 refused to give information, 2,224 houses were vacant, 8,108 families were not at home after from 2 to 4 calls. An average of 465 workers per day was reported for the nine days.

FAMILY ANALYSIS

Protestant	50,062
Catholic	13,200
Jewish	2,673
Foreign-speaking	111

Protestant Analysis

Population	160,581
Enrolled in Sunday school	50,238
Not in Sunday school	110,343
Church preference	36,672
No church preference	8,984
Membership elsewhere	12,383
Total Evangelistic Responsibility	58,039

V

DIRECTED SURVEY: A COMPLETE SET UP

AFTER the churches of the community have been enlisted to co-operate in the *Directed Survey* it is important to proceed step by step in a careful and scientific way. Our procedure is faithfully outlined in this chapter.

I. Provide publicity material for all of the newspapers. Make it clear that the census is unselfish and interdenominational.

II. Organize the *Directed Survey* with faithful pursuance of the instruction in *Folder Number One.*

This is given below:

FOREWORD

There is but one way of enabling the churches of any city to know their entire evangelistic responsibility to the unchurched, and that is to discover who and where and how many there are by a thorough survey—a door-to-door census taking.

Such surveys cannot be made by sending out crowds of church folk for a few hours with but little instruction and supervision. Surveys have been made that are entirely satisfactory by carefully enlisting, organizing, instructing, and directing the workers in compliance with a workable plan.

The plan herein offered is workable, having been forged on the anvil of experience in surveying a large number of cities from coast to coast. Where the Kernahan plan has been used without modification, from eighty-seven to ninety-six per cent of the populations have been listed and thousands of unchurched people have been discovered and, through the Kernahan Visitation Evangelism Campaigns, won to Christian decision and Church membership.

OUTLINE OF THE PLAN

Dr. A. Earl Kernahan will provide:

1. One " Survey Director," with all expenses incident to the work, except transportation while on the field.

a. The survey director will have charge of the Sunday Instruction meeting for workers, and in co-operation with the district and squad directors will supervise the field work.

2. One " Office Director " in large communities, with all expenses incident to her work.

a. The office director will have complete charge of the office. She will supervise all tabulations and classifications and prepare and submit a final report.

3. All supplies authorized by A. Earl Kernahan for a complete survey.

4. A mimeographed report for the pastors and for publication, giving the tabulations and analysis of the survey.

The General Committee shall provide:

1. Survey Committee, whose members, with the exception of chairman, shall serve as District Directors.

2. This committee shall make a careful study of all folders and cards that they may have a detailed knowledge of the plan and purpose of the survey, and shall make all preparation in harmony therewith. They shall function through the Survey Director.

3. District the city into areas of such size as will facilitate the survey.

4. Secure, through the pastors and committees, the quota of workers from each cooperating church.

a. These workers will be carefully chosen and carefully enlisted with the use of the Directed Survey-Worker's Agreement.

5. Provide ample office room, equipped with telephone, typewriter, adding machine, city map, desks and tables for stenographic and tabulation work and other necessary office equipment.

6. Secure the required number of office assistants for making tabulations and classifications of cards and doing stenographic work.

a. These assistants should have sufficient knowledge of office work to render them capable of easy initiation, and should be secured for full-time service.

7. Determine what data is to be gathered, what tabulations and classifications are to be made, and what kind of report shall be prepared for publication.

8. Provide transportation for the Survey Director and his assistants while on the field.

District Directors.

Those chosen to serve as District Directors must be thoroughly familiar with their districts and chosen with the understanding that they give full-time service until the field work is completed.

Each Director shall provide:

1. A district headquarters (usually a church) where workers shall meet for instructions, receive assignments and make their reports.

a. This room must be equipped with telephone, blackboard and tables.

2. A recent map of the district on such a scale as will make possible the numbering of blocks for assignment.

3. Ample supply of survey materials from the Survey Headquarters.

4. Each District Director shall co-operate with Survey Director in instructing workers, making daily assignments, and receiving daily reports from the workers.

5. Make daily delivery of cards to the Office Director at City Survey Headquarters.

Squad Directors.

To facilitate the enlistment and supervision of the field workers, the pastors shall enlist one Squad Director for every four field workers required. The Squad Directors should be strong, alert and able, if possible, to give full-time service.

1. At the time of enlistment the Squad Director should study " Folders Number One, Two, Three, Instructions for Squad Directors," the enlistment and survey cards. This will give the Squad Directors a detailed knowledge of the plan and purpose of the survey.

2. Squad Directors shall constitute the Survey Committee for their respective churches and shall be responsible for enlisting and keeping the required number of workers in the field.

3. The Squad Directors will receive assignments from the District Directors for members of their squads, will supervise their work, be responsible for daily delivery of cards and complete daily reports to district headquarters.

4. The Squad Directors will co-operate continuously with District and Survey Directors in securing a standard survey.

General Suggestions

Sufficient publicity should be given to the survey by pulpit and press to thoroughly acquaint the general public with the nature and purpose of the enterprise. When announced to the public that it is a co-operative effort on the part of the churches to more efficiently serve the community, it will meet with general favour, giving easy approach for the workers and proving a great factor in the preparation for the Visitation Campaign.

For general organization for the survey should be effected some weeks in advance, that sufficient time may be given for careful study of the plan by pastors, committees and the enlistment of the required number of workers.

The chairman of the survey committee should be chosen with a view to his knowledge of the city, his ability as an executive and his willingness to devote much time in perfecting the organization and co-operating with the Survey Director during the time of the survey.

Pastors should be helped to an appreciation of the necessity of an early and careful enlistment of Squad Directors as members of the survey committees of their respective churches. The duty of the Squad Directors is given in this folder.

The full quota of workers should be enlisted in each of the co-operating churches early enough to make possible the reservation of the dates fixed for the survey.

III. Instruct each pastor, local church survey chairman and squad director through the use of *Folder Number Two:*

KERNAHAN DIRECTED SURVEY

Suggestions for Pastors, Local Church Survey Committees and Squad Directors.

Survey Committee

For Local Church.

A Survey Committee of from three to five should be carefully selected and very definitely enlisted by the pastor, who shall either select a chairman or act as chairman.

The Survey Committee shall assist the pastor in selecting and enlisting the required number of workers, using Directed Survey Workers' Agreement.

Workers should be selected with greatest care, since the type of workers selected will determine the grade of field work done.

The work of enlistment should be done far enough in advance of the dates fixed for the survey to enable those selected for the work to arrange their schedules accordingly.

When workers are enlisted they should be encouraged to give preference to the morning hours as the time most productive for field work.

The chairman of the committee shall use the Workers' Chart for Individual Church, giving names, telephone numbers and periods of work pledged by those enlisted as workers. This chart should be made in duplicate, and one copy given to the District Director. (Chart forms may be obtained from the chairman of the General Survey Committee.)

The chairman, with the members of his committee, shall be responsible for keeping the required number of workers in the field, making daily report to the District Director.

SQUAD DIRECTORS

The members of the Survey Committee shall act as Squad Directors for the workers of their church or other workers as the District Directors shall choose to assign them.

The Squad Directors should, if possible, give full-time service, and should be provided with automobiles for transporting members of their squads to and from assignments.

Squad Directors should study all literature pertaining to the survey, that they may be thoroughly familiar with its technique and purpose.

The workers of each co-operating church should be organized in groups with a Squad Director in charge. This should be done in advance of the dates for the survey.

The Squad Directors will receive daily assignments from the District Director for the members of their squads, will supervise their work while on the field, and be responsible for the daily delivery of cards and complete daily reports to the district headquarters.

The Squad Directors will co-operate continuously with the District and Survey Directors in securing a standard survey.

IV. Compute the number of survey workers that you will need for each period of work, and give each pastor a certain quota of workers as the responsibility of his church. The number of workers for each church should be determined usually by the relative membership strength of the churches.

One hundred workers will survey 11,000 in one day, or two periods of 9 to 12 o'clock in the forenoon and 1:30 to 5 o'clock in the afternoon.

V. Insist that the pastors sign up a sufficient number of survey workers so that you will have the total number that you need to cover the area for each period of work. Use the Directed Survey Worker's Agreement Card shown on the following page.

DIRECTED SURVEY—WORKER'S AGREEMENT

Desiring to actively participate in the Kernahan Survey I agree to attend the meeting for instruction on Sunday............................... at.................................... I will attend meetings at district headquarters for daily instruction and assignments as indicated below.

IMPORTANT

1. Give every period possible, and distribute over the period of survey.
2. Give preference to morning periods. as more people will be at home.
3. Meet promptly in order to expedite instructions and assignments.

Dist. Hdqtrs.. Date: From....................... to.........................

Mark X in boxes that you will work. First Week Second Week

9 A. M.	M.	T.	W.	T.	F.	M.	T.	W.	T.	F.
1:30 P. M.	M.	T.	W.	T.	F.	M.	T.	W.	T.	F.

Signed.. Church..

Phone .... Address..

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Made in U. S. A.

VI. Ask each pastor to chart in duplicate his workers on the form shown here.

WORKERS CHART FOR INDIVIDUAL CHURCH
KERNAHAN SURVEY

DATE OF SURVEY ____________

CHURCH ____________

PASTOR ____________ TELEPHONE ____________

CHAIRMAN ____________ TELEPHONE ____________

TO BE CHARTED IN DUPLICATE. ONE COPY KEPT BY PASTOR OR CHAIRMAN.·
THE OTHER COPY GIVEN TO THE DISTRICT DIRECTOR

NAME	PHONE NUMBER	PERIOD	MON	TUES	WED	THURS	FRI	SAT	MON	TUES	WED	THURS	FRI
		A. M.											
		P. M.											
		A. M.											
		P. M.											
		A. M.											
		P. M.											
		A. M.											
		P. M.											
SQUAD DIRECTOR		A. M.											
		P. M.											
		A. M.											
		P. M.											
		A. M.											
		P. M.											
		A. M.											

The pastor will keep the original and deliver the copy to his District Director. This makes it possible to check up quickly whenever there is a shortage of workers.

VII. District the area to be covered in the survey into four districts if you are planning a survey to last one week, and into seven districts if you are setting up a survey for a community covering over 125,000 people and to last two weeks. Select a district headquarters in each district and choose a District Director for each district.

VIII. Provide each District Director with *Folder Number Three:* Insist that the directors work uniformly as outlined here:

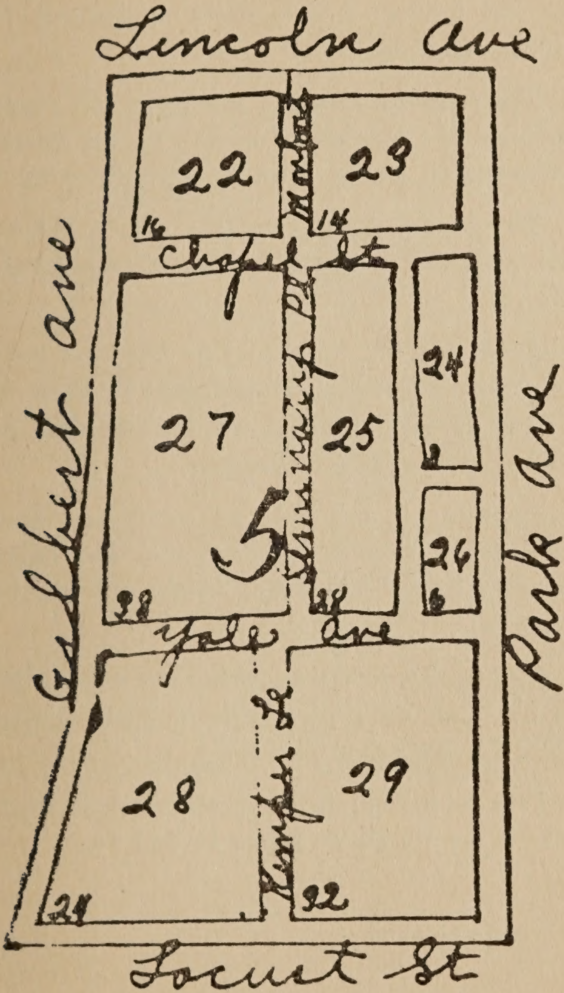
KERNAHAN DIRECTED SURVEY

Suggestions for District Directors

The map shown on the following page is a model for aiding District Directors in preparing assignments for a survey.

The workers are assigned by squads of three to five to blocks—not streets.

The blocks are numbered as the sub-districts are formed. The sub-districts have from 90


Lincoln Ave
22
Morton
23
14
14
Chapel St
24
Gilbert Ave
27
Township Pl
25
5
2
26
6
22
22
Yale Ave
Park Ave
Kempton St
28
29
24
22
Locust St

to 160 houses, a half day's assignment for squads of three to five.

The small numbers in the lower left corner indicate the number of houses on the blocks. Information gotten from the city directory.

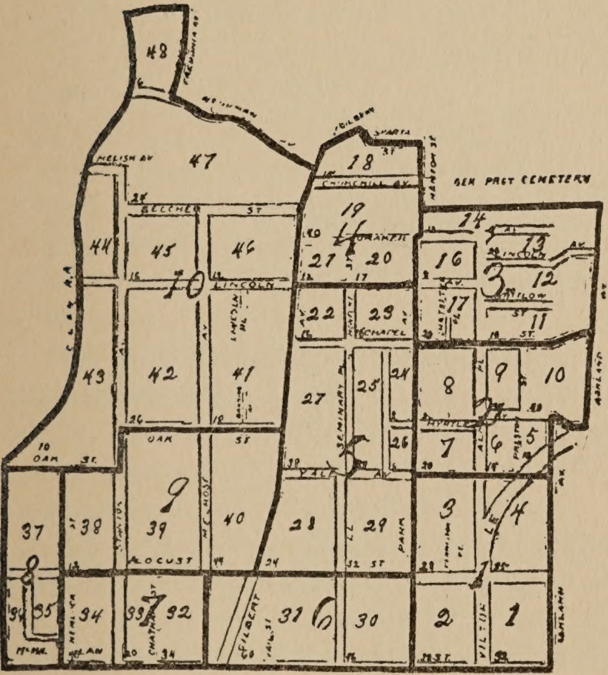
The Model Assignment Form is completed for assigning a squad of five to sub-district No. 5.

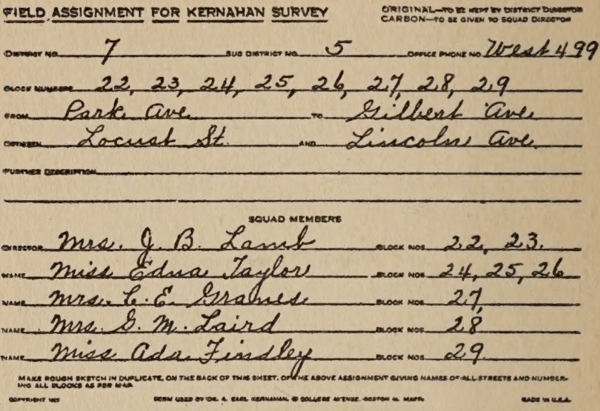
Assignment forms should be filled out down to "Squad Members" previous to date for survey to be completed when squads are assigned at district headquarters.

Important! See note on assignment form concerning sketch in duplicate for aiding Squad Director in locating blocks and making reports.

District Directors should make this sketch in duplicate on reverse side of Field Assignment for Kernahan Survey.

Two additional illustrations of Assignment Forms are shown on pages 55 and 56.


48
47
MELISH AV
BEECHER ST
SPARTA ST
18
CHURCHILL AV
GEN PROT CEMETERY
19
14
13
LINCOLN
AV
12
WILLOW ST
11
ST.
44
45
46
10
LINCOLN
21
20
16
17
22
23
CHAPEL
CLAY AV
43
42
41
27
SEMINARY
25
24
26
8
9
10
MYRTLE
7
6
5
ASHLAND
OAK ST
OAK ST
YALE AV
9
37
38
39
40
28
29
3
4
LOCUST
ST
8
35
34
33
7
32
GILBERT
31
6
30
2
1
OAKLAND



FIELD ASSIGNMENT FOR KERNAHAN SURVEY

ORIGINAL—TO BE KEPT BY DISTRICT DIRECTOR
CARBON—TO BE GIVEN TO SQUAD DIRECTOR

DISTRICT NO. 7 SUB DISTRICT NO. 5 OFFICE PHONE NO. West 499
BLOCK NUMBERS 22, 23, 24, 25, 26, 27, 28, 29
FROM Park Ave. TO Gilbert Ave.
BETWEEN Locust St. AND Lincoln Ave.
FURTHER DESCRIPTION

SQUAD MEMBERS

DIRECTOR Mrs. J. B. Lamb BLOCK NOS. 22, 23.
NAME Miss Edna Taylor BLOCK NOS. 24, 25, 26
NAME Mrs. C. E. Graves BLOCK NOS. 27,
NAME Mrs. S. M. Laird BLOCK NOS. 28
NAME Miss Ada Findley BLOCK NOS. 29.

MAKE ROUGH SKETCH IN DUPLICATE, ON THE BACK OF THIS SHEET, OF THE ABOVE ASSIGNMENT GIVING NAMES OF ALL STREETS AND NUMBERING ALL BLOCKS AS PER MAP.

COPYRIGHT [illegible] FORM USED BY DR. A. EARL KERNAHAN, [illegible] COLLEGE AVENUE, BOSTON [illegible], MASS. MADE IN U.S.A.

INSTRUCTIONS FOR DISTRICT DIRECTORS

1. The District Directors shall comprise the Survey Committee, with the exception of the chairman.

2. Each District Director shall make careful study of all supplies provided for survey: "Outline for Kernahan City-Wide Directed Survey," "Instructions to Squad Directors," "Directed Survey-Workers' Agreement," "Suggestions to Survey Workers," "Field Assignment for Kernahan Survey," and "Survey Card."

3. Each District Director shall co-operate with the chairman of the Survey Committee in

conducting the survey in accordance with plans outlined in the above literature.

4. The District Directors shall be chosen with the view of giving full-time service during the entire period chosen for the completion of the field work. They shall become thoroughly familiar with their districts.

5. Each District Director shall provide a district headquarters (usually a church) where workers shall meet for instructions, receive assignments and make their reports. This room must be equipped with telephone, blackboard and tables.

6. Each District shall provide a recent map of the district on such a scale as will make possible the numbering of the blocks for assignment and an ample supply of survey materials from Campaign Headquarters.

7. Each District Director shall co-operate with the Survey Director in making assignments to the workers, receiving reports, making daily delivery of all completed cards to the Office Director at the Campaign Headquarters.

8. To expedite assignments, the districts shall be blocked in advance of the meeting for launching the field work, using the " Field Assignment for Kernahan Survey." Each

squad assignment should contain from 100 to 150 families—usually a half day's work for a squad of five. Assignments should be made only to workers who have been instructed and are going directly to work.

The District Directors hold a position of unique importance in the "set up" for a Kernahan Directed Survey. The thoroughness with which they do their work determines to a large degree the measure of success that will be attained in the Kernahan Visitation Evangelism Campaign.

9. Arrange a meeting of instruction for all of the survey workers for the opening Sunday afternoon. The Survey Director will bring a dynamic interpretation of the significance of the *Directed Survey* and instruct the workers in the technique of their work. This is absolutely necessary.

10. Distribute the *Suggestions to Survey Workers* to the workers at the close of the Sunday afternoon instruction meeting:

SUGGESTIONS TO SURVEY WORKERS

1. Be friendly in manner of approach. State briefly that the churches are making survey. Ask for family name, husband's initials, wife's

first name, names and ages of all children, and others making their home with the family. Check probable age of husband and wife.

2. Obtain information concerning each name in each of the three columns on the card.

3. Record only first-hand information.

4. Use a card for each family, regardless of number of families in a single house. Give address and location of each family, if more than one family lives in the same house.

5. Call at every house assigned you. If not at home, place address on card, check " out " on upper right hand margin. If house is vacant, check " vacant " in same margin. If information is refused after using your best efforts to secure it, check " Information refused," giving the address.

6. If family is coloured, obtain information and use green survey card for family.

7. If church membership is out of city, secure name and address of church.

8. In case of more than one denomination in city, state definitely which church, and use abbreviations.

IX. Keep information within column lines. Use sharp pencil and write legibly.

X. Deliver all cards to squad leader or district office at close of each period.

XI. The *Survey Director* will meet all of the workers at the General Survey Headquarters, Monday, at 9 A. M. Each worker will sign a Daily Record Card:

KERNAHAN SURVEY

WORKER'S DAILY RECORD

Date........................

Name ....

Home Telephone .... Dist No. ....

Church ....

Full Day ..... A. M. ..... P. M. ..... Evening
(Check time you are working)

XII. Then the District Directors will make assignments to the Squad Directors, who in turn will make assignments to their respective squads. Here is the Kernahan Survey Field Assignment Form:

FIELD ASSIGNMENT FOR KERNAHAN SURVEY

Original—To be kept by District Director.
Carbon—To be given to Squad Director.

District No.... Sub District No.... Office Phone No....

Block Numbers ....

From .... To ....

Between .... And ....

Further Description ....

....

SQUAD MEMBERS

Director ....Block Nos. ....

Name ....Block Nos. ....

Name ....Block Nos. ....

Name ....Block Nos. ....

Make rough sketch in duplicate, on the back of this sheet, of the above assignment, giving names of all streets and numbering all blocks as per map.

XIII. The Survey Director will instruct the District Directors to insist upon prompt reports from Squad Directors, and provide each

District Director with a *District Director's Daily Report Form:*

DISTRICT DIRECTOR'S DAILY REPORT

District Number........ Date.................

District Director's Name.......................

Office Phone...................................

Number of Workers assigned...................

Total Number of Periods.......................

Number of Completed Cards...................

XIV. The Office Director will supervise the work of the girls in the survey office and see that the work of classification and tabulation is done promptly and well. Here is an illustration:

REPORT OF KERNAHAN DIRECTED SURVEY,
SHELBY, OHIO

February 9–13, 1930

Rev. J. O. Rhodes, Survey Chairman

The following churches co-operated:

First Baptist Church provided 4 workers, giving 4 days.

First Church of Christ provided 10 workers, giving 6½ days.

Lutheran Church provided 15 workers, giving 9 days.

Methodist Episcopal Church provided 24 workers, giving 14½ days.

Presbyterian Church provided 16 workers, giving 6 days.

Reformed Church provided 12 workers, giving 7½ days.

United Brethren Church provided 11 workers, giving 5½ days.

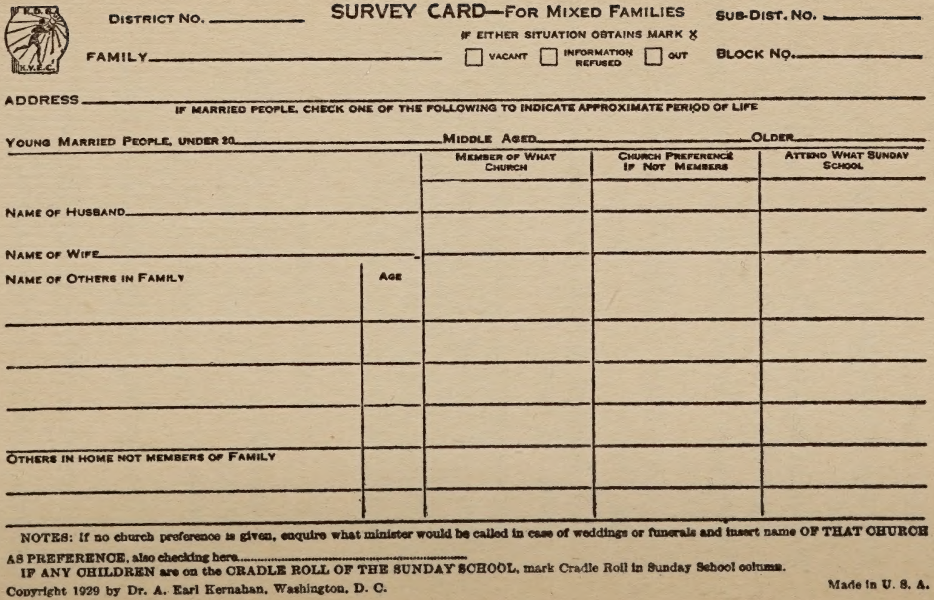
The seven churches provided 92 workers, giving 53 days, and making 1,797 calls. Thirty-three houses were vacant. Sixty-one families were away from home on second and third call. The desired information was secured from 1,675 homes.

FAMILY ANALYSIS

Protestant	1,511
Catholic	161
Jewish	3
Total number of families	1,675

Protestant Population Analysis

Total Protestant population listed	4,595
Enrolled in Sunday schools (all ages)	2,709
Not enrolled in Sunday schools (all ages)	1,886



DISTRICT NO. ____________

SURVEY CARD—FOR MIXED FAMILIES

SUB-DIST. NO. ____________

FAMILY ____________

IF EITHER SITUATION OBTAINS MARK X

☐ VACANT ☐ INFORMATION REFUSED ☐ OUT

BLOCK NO. ____________

ADDRESS ____________

IF MARRIED PEOPLE, CHECK ONE OF THE FOLLOWING TO INDICATE APPROXIMATE PERIOD OF LIFE

YOUNG MARRIED PEOPLE, UNDER 30 ____________ MIDDLE AGED ____________ OLDER ____________

		MEMBER OF WHAT CHURCH	CHURCH PREFERENCE IF NOT MEMBERS	ATTEND WHAT SUNDAY SCHOOL
NAME OF HUSBAND				
NAME OF WIFE				
NAME OF OTHERS IN FAMILY	AGE			
OTHERS IN HOME NOT MEMBERS OF FAMILY				

NOTES: If no church preference is given, enquire what minister would be called in case of weddings or funerals and insert name OF THAT CHURCH AS PREFERENCE, also checking here..........

IF ANY CHILDREN are on the CRADLE ROLL OF THE SUNDAY SCHOOL, mark Cradle Roll in Sunday School column.

Copyright 1929 by Dr. A. Earl Kernahan, Washington, D. C.

Made in U. S. A.

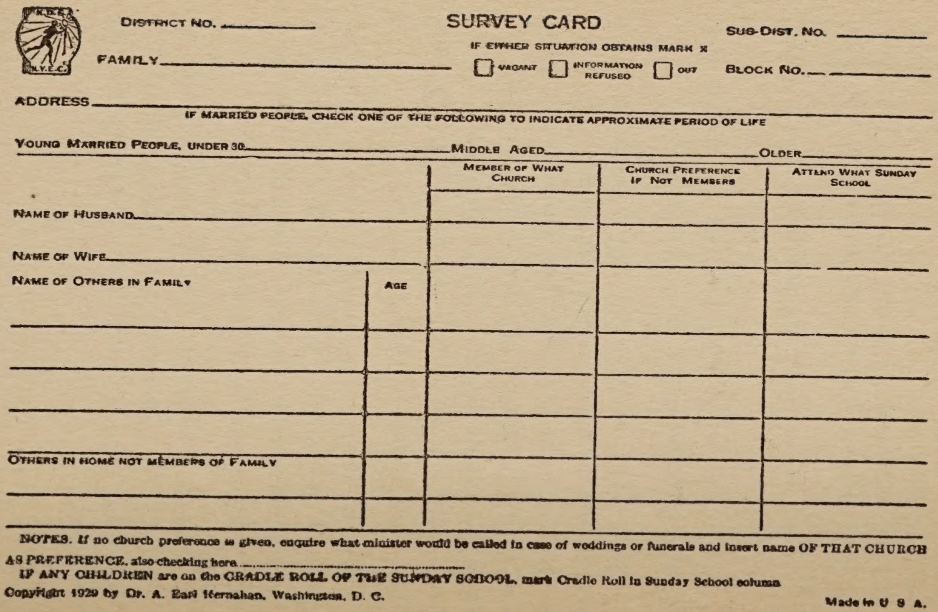
Members of Shelby churches	2,667
Members elsewhere	231
Without membership, having preference	847
Without membership, without preference	538
Total Evangelistic Responsibility	1,616

XV. The card that is used to gather the survey information is given on page 64.

XVI. The card shown on page 66 is used where mixed families are recorded, and it is necessary to make duplicate cards. The pastor of each church preferred is given one of these duplicate cards. These are made up in pads, and the office can use carbon paper and thus save much work.

XVII. Where the survey covers a coloured group a green card, with the same make-up as the one under 15 is used. Then the white and negro cards can be differentiated easily.

If any modifications to this method are introduced its effectiveness is weakened. Each item has been evolved out of experience on the field.



SURVEY CARD

DISTRICT NO. ________

SUB-DIST. NO. ________

FAMILY ________

IF EITHER SITUATION OBTAINS MARK x

☐ VACANT ☐ INFORMATION REFUSED ☐ OUT

BLOCK NO. ________

ADDRESS ________

IF MARRIED PEOPLE, CHECK ONE OF THE FOLLOWING TO INDICATE APPROXIMATE PERIOD OF LIFE

YOUNG MARRIED PEOPLE, UNDER 30 ________ MIDDLE AGED ________ OLDER ________

		MEMBER OF WHAT CHURCH	CHURCH PREFERENCE IF NOT MEMBERS	ATTEND WHAT SUNDAY SCHOOL
NAME OF HUSBAND				
NAME OF WIFE				
NAME OF OTHERS IN FAMILY	AGE			
OTHERS IN HOME NOT MEMBERS OF FAMILY				

NOTES. If no church preference is given, enquire what minister would be called in case of weddings or funerals and insert name OF THAT CHURCH AS PREFERENCE, also checking here ________

IF ANY CHILDREN are on the CRADLE ROLL OF THE SUNDAY SCHOOL, mark Cradle Roll in Sunday School column

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Made in U S A.

VI

DIRECTED SURVEY: ITS SIGNIFICANCE

THERE are three kinds of religious surveys: 1. Volunteer Survey. 2. Professional Survey. 3. Directed Survey.

1. Volunteer Survey. This plan anticipates the enlisting of a group of church members by the pastor, who in turn allocates a certain area as his responsibility and sends them out to gather the information desired. It has several weaknesses: *a*. The entire community is seldom covered. *b*. The persons called upon are often loathe to give the information. *c*. A large amount of misinformation is gathered. *d*. Prompt reports are almost impossible. *e*. The workers are not sufficiently instructed.

2. Professional Survey. This method resorts to the employment of all personnel. Not only the Survey Director but the people who

call at the homes are paid workers. This method has several weaknesses: *a.* It becomes prohibitive from the standpoint of expense. *b.* The persons employed to do the calling do not have the same local interest. *c.* The persons employed to do the calling are often less efficient than people especially selected by the pastor and under careful instruction and supervision would be. *d.* When the survey is completed the workers leave town, and there has been no local enthusiasm generated for follow-up work.

3. *Directed Survey.* This method was originated by A. Earl Kernahan in the midst of Kernahan Visitation Evangelism Campaigns. The Field Director and Office Director are employed, and are persons of wide experience and authority. The Field Director instructs the workers before they go to work, supervises them while at work, and constantly checks up on the field work. He supervises the District Directors and directs the Squad Directors. Every worker is supervised every period of work. Three calls are made at a home before that family is given up.

The Office Director receives the completed survey cards from the District Directors and supervises the office girls in classifying and tabulating all results. Within a few hours after the last card arrives in the office—sometimes within a few minutes—the entire evangelistic responsibility of each pastor is in his hands.

This method has many advantages: *a.* The cost is nominal. *b.* The church members who do the work get a compelling conviction that something must be done to win the mass of people to Christ. *c.* The people outside of the Church are impressed with the sincerity of the church people. *d.* This is the most wholesome preparation for the visitation to follow. *e.* The people who do the work will insist upon a more intensive Christian programme of service. *f.* It has the distinct advantage over the Volunteer Survey of guaranteeing a thorough census of the whole community, a much larger percentage of accurate information and the instruction and supervision of Field and Office Directors who are authorities in this work.

It is absolutely essential to have an experienced Survey Director to get the best results.

The Chicago Survey covered sections of the city totaling one and one quarter millions of persons:

REPORT OF KERNAHAN DIRECTED SURVEY, CHICAGO, ILL.

January 26–February 14, 1930

GENERAL OFFICE—CHICAGO TEMPLE BUILDING

General Survey Chairman, Mr. H. W. Baumgartner

REPORT BY DISTRICTS

ALBANY PARK—Dean A. S. Wallgren, Chairman

Headquarters—North Park College

Six churches co-operating: Albany Park Baptist, Irving Park Immanuel Congregational, Church of the Holy Apostles Episcopal, Albany Park Methodist Episcopal, Albany Park Presbyterian, and North Park Swedish Evangelical Mission.

5,421 Survey Cards Completed.

Family Analysis: 2,938 Protestants, 871 Catholics, 559 Jewish, 1,053 Miscellaneous.

Protestant Population Listed: 9,813; In Sunday School, 1,364; Not in Sunday School, 8,449.

Church Preference: 3,818; No Church Preference, 521; Members Elsewhere, 124.

Total Evangelistic Responsibility: 4,463.

BEVERLY HILLS—Rev. Wm. W. Iliffe, Chairman

Headquarters—St. Paul's Union

Three churches co-operating: St. Paul's Union, Church of the Holy Nativity Episcopal, and Trinity Methodist.

3,588 Survey Cards Completed.

Family Analysis: 2,887 Protestants, 700 Catholics, 1 Miscellaneous.

Protestant Population Listed: 7,312; In Sunday School, 1,765; Not in Sunday School, 5,547.

Church Preference: 2,195; No Church Preference, 219; Members Elsewhere, 84.

Total Evangelistic Responsibility: 2,498.

BLUE ISLAND—Rev. B. F. Freese, Chairman

Headquarters—First Methodist Episcopal Church

Five churches co-operating: First Congregational, St. Paul's Evangelical, First Methodist Episcopal, Central German Methodist, and Community Evangelical.

3,595 Survey Cards Completed.

Family Analysis: 2,717 Protestants, 744 Catholics, 7 Jewish, 6 Miscellaneous.

Protestant Population Listed: 9,509; In Sunday School, 1,592; Not in Sunday School, 5,278.

Church Preference: 2,464; No Church Preference, 505; Members Elsewhere, 587.

Total Evangelistic Responsibility: 3,556.

CICERO—Rev. L. E. Coleman, Chairman

Headquarters—Trinity Evangelical

Three churches co-operating: First Methodist Episcopal, Warren Park Presbyterian, and Trinity Evangelical.

3,627 Survey Cards Completed.

Family Analysis: 1,707 Protestants, 1,896 Catholics, 12 Jewish, 12 Miscellaneous.

Protestant Population Listed: 6,374; In Sunday School, 1,035; Not in Sunday School, 5,339.

Church Preference: 1,820; No Church Preference, 1,280; Members Elsewhere, 91.

Total Evangelistic Responsibility: 3,191.

EDGEWATER—Rev. C. S. Simonton, Chairman

Headquarters—Edgewater Presbyterian

Eleven churches co-operating: Summerdale Congregational, North Shore Christian, Church of Atonement Episcopal, Ebenezer Lutheran, Unity Lutheran, Immanuel Lutheran, Epworth Methodist Episcopal, First Swedish Methodist Episcopal, Granville Avenue Methodist Episcopal, Edgewater Presbyterian, and Granville Avenue Presbyterian.

14,119 Survey Cards Completed.

Family Analysis: 9,301 Protestants, 2,700 Catholics, 579 Jewish, 1,539 Miscellaneous.

Protestant Population Listed: 21,232; In Sunday School, 4,733; Not in Sunday School, 16,499.

Church Preference: 6,700; No Church Preference, 925; Members Elsewhere, 573.

Total Evangelistic Responsibility: 8,198.

ENGLEWOOD—Rev. Ralph Wakefield, Chairman

Headquarters—First Methodist

Fourteen churches co-operating: Normal Park Baptist, Englewood Baptist, Brainerd Community Congregational, Immanuel Evangelical, St. Bartholomew's Episcopal, Church of Annunciation Episcopal, First Methodist Episcopal, Ogden Park Methodist Episcopal, Thoburn Methodist Episcopal, First Presbyterian, Seventh Presbyterian, Second United Presbyterian, Garfield Boulevard United Presbyterian, and First Nazarene.

19,605 Survey Cards Completed.

Family Analysis: 12,000 Protestants, 6,750 Catholics, 325 Jewish, 430 Miscellaneous.

Protestant Population Listed: 32,381; In Sunday School, 6,138; Not in Sunday School, 26,234.

Church Preference: 10,435; No Church Preference, 1,655; Members Elsewhere, 479.

Total Evangelistic Responsibility: 12,569.

EDISON AND NORWOOD PARKS

Rev. B. G. Jackson, Chairman

Headquarters—United Lutheran, Norwood Park

Eight churches co-operating: Edison Park

Churches, Evangelical, Lutheran, Methodist; Norwood Park Churches, Baptist, Lutheran, Methodist, Presbyterian, and Community Congregational, Park Ridge.

3,108 Survey Cards Completed.

Family Analysis: 2,019 Protestants, 1,021 Catholics, 2 Jewish, 66 Miscellaneous.

Protestant Population Listed: 9,508; In Sunday School, 2,075; Not in Sunday School, 7,433.

Church Preference: 2,788; No Church Preference, 232; Members Elsewhere, 92.

Total Evangelistic Responsibility: 3,102.

HERMOSA-MONT CLARE

Rev. Lewis B. Lott, Chairman

Headquarters—Hermosa Methodist

Seven churches co-operating: Belmont Park Baptist, Mont Clare Congregational, Messiah Lutheran, St. Timothy Lutheran, St. Stephen's Evangelical, Salem Swedish Methodist Episcopal, and Hermosa Methodist Episcopal.

4,480 Survey Cards Completed.

Family Analysis: 2,521 Protestants, 2,425 Catholics, 506 Jewish, 1,028 Miscellaneous.

Protestant Population Listed: 9,305; In Sunday School, 1,838; Not in Sunday School, 7,467.

Church Preference: 3,430; No Church Preference, 267; Members Elsewhere, 72.

Total Evangelistic Responsibility: 3,769.

HYDE PARK AND KENWOOD

Rev. N. L. Tibbetts, Chairman

Headquarters—Hyde Park Y. M. C. A.

Seven churches co-operating: First Baptist, Hyde Park Baptist, Church of Redeemer Episcopal, St. Paul's Episcopal, Kenwood Federated, Hyde Park Methodist Episcopal, and St. James' Methodist Episcopal.

12,922 Survey Cards Completed.

Family Analysis: 5,680 Protestants, 1,958 Catholics, 920 Jewish, 1,864 Miscellaneous.

Protestant Population Listed: 16,228; In Sunday School, 1,442; Not in Sunday School, 14,786.

Church Preference: 4,034; No Church Preference, 1,307; Members Elsewhere, 852.

Total Evangelistic Responsibility: 6,193.

IRVING PARK—Rev. W. H. Kochheim, Chairman

Headquarters—Irving Park Y. M. C. A.

Twelve churches co-operating: Irving Park Baptist, Irving Park Christian, Gethsemane Evangelical, Park View Lutheran, Irving Park Lutheran, Belmont Park Lutheran, Bethany Lutheran, Calvary Lutheran, Second Swedish Methodist Episcopal, Mayfair Methodist Episcopal, Irving Park Methodist Episcopal, Mayfair Presbyterian.

11,986 Survey Cards Completed.

Family Analysis: 8,639 Protestants, 1,735 Catholics, 487 Jewish, 2,927 Miscellaneous.

Protestant Population Listed: 22,640; In Sunday School, 3,448; Not in Sunday School, 19,192.

Church Preference: 7,956; No Church Preference, 1,096; Members Elsewhere, 177.

Total Evangelistic Responsibility: 9,229.

LOGAN SQUARE—Rev. Gerald G. Moore, Chairman

Headquarters—Christ Lutheran Church

Twenty-three churches co-operating: Temple Baptist, Logan Square Baptist, Fourth Congregational Church of the Advent Episcopal, St. Ann's Episcopal, First English Evangelical, St. John's Evangelical; Lutheran Churches: Advent, St. Peter's, Wicker Park, Bethel, Christ, Hauge, Immanuel, Logan Square, First Trinity English; Methodist Churches: Zion, Sharon and St. John's, Avondale, Humboldt Park Community, United Brethren: Wicker Park and Weaver Memorial.

13,536 Survey Cards Completed.

Family Analysis: 7,640 Protestants, 4,180 Catholics, 1,075 Jewish, 1,141 Miscellaneous.

Protestant Population Listed: 22,667; In Sunday School, 2,710; Not in Sunday School, 19,957.

Church Preference: 8,947; No Church Preference, 1,353; Members Elsewhere, 185.

Total Evangelistic Responsibility: 10,485.

LAGRANGE—Rev. C. H. Newham, Chairman

Headquarters—First Methodist Church

Five churches co-operating: First Baptist, First Congregational, Grace Lutheran, First Methodist Episcopal, and First Presbyterian.

2,531 Survey Cards Completed.

Family Analysis: 2,233 Protestants, 265 Catholics, 5 Jewish, 28 Miscellaneous.

Protestant Population Listed: 8,159; In Sunday School, 1,750; Not in Sunday School, 6,409.

Church Preference: 2,212; No Church Preference, 164; Members Elsewhere, 331.

Total Evangelistic Responsibility: 2,707.

LAKEVIEW—Rev. M. D. Obenshain, Chairman

Headquarters—Lincoln-Belmont Y. M. C. A.

Nineteen churches co-operating: Belden Avenue Baptist, Waveland Avenue Congregational, St. James' Congregational, St. Peter's Episcopal, Church of Our Saviour's Episcopal, Diversey Parkway Evangelical, Second Evangelical, Holy Trinity Lutheran, Trinity Swedish Lutheran, Methodist Churches: Bowen, Centennial German, Elim Swedish, Gross Park, Broadway, Wesley; Endeavour Presbyterian, Fullerton Avenue Presbyterian, First United Brethren, and Third Reformed.

Family Analysis: 7,312 Protestants, 4,634 Catholics, 43 Jewish, 3,132 Miscellaneous.

Protestant Population Listed: 20,267; In Sunday School, 3,212; Not in Sunday School, 17,055.

Church Preference: 7,848; No Church Preference, 1,063; Members Elsewhere, 247.

Total Evangelistic Responsibility: 9,158.

NEAR NORTH SIDE

Rev. Duncan H. Broune, Chairman

Headquarters—St. Chrysostom's Episcopal

Seven churches co-operating: LaSalle Avenue Baptist, Church of Ascension Episcopal, St. Chrysostom's Episcopal, St. James' Cathedral Episcopal, Central Lutheran, Fourth Presbyterian, Olivet Institute Presbyterian.

4,407 Survey Cards Completed.

Family Analysis: 3,096 Protestants, 1,582 Catholics, 43 Jewish, 687 Miscellaneous.

Protestant Population Listed: 5,680; In Sunday School, 743; Not in Sunday School, 4,937.

Church Preference: 1,177; No Church Preference, 499; Members Elsewhere, 68.

Total Evangelistic Responsibility: 1,744.

PORTAGE AND JEFFERSON PARKS

Rev. J. E. Thorson, Chairman

Headquarters—Our Saviour's Lutheran

Nine churches co-operating: Jefferson Park Congregational, St. Trinity German Congregational, Lockwood Avenue Evangelical, Lutheran Churches: Our Saviour, Church of the Redeemer, St. Andrew's, Nebo, Peace; Acacia Park Community Presbyterian.

8,855 Survey Cards Completed.

Family Analysis: 5,346 Protestants, 2,300 Catholics, 30 Jewish, 1,180 Miscellaneous.

Protestant Population Listed: 14,587; In Sunday School, 3,443; Not in Sunday School, 11,094.

Church Preference: 5,258; No Church Preference, 1,380; Members Elsewhere, 68.

Total Evangelistic Responsibility: 6,706.

RAVENSWOOD—Rev. A. M. Pennewell, Chairman

Headquarters—Ravenswood Methodist Church

Ten churches co-operating: Ravenswood Congregational, Ravenswood Christian, All Saints' Episcopal, Berry Memorial Methodist Episcopal, Ravenswood Methodist Episcopal, Bethany Swedish Methodist Episcopal, Buena Memorial Presbyterian, Ravenswood Presbyterian, Luther Memorial Lutheran, and Fifth United Presbyterian.

8,781 Survey Cards Completed.

Family Analysis: 5,031 Protestants, 2,000 Catholics, 500 Jewish, 1,250 Miscellaneous.

Protestant Population Listed: 15,035; In Sunday School, 2,503; Not in Sunday School, 12,532.

Church Preference: 5,369; No Church Preference, 1,432; Members Elsewhere, 415.

Total Evangelistic Responsibility: 7,216.

WEST MADISON—Rev. L. E. Coleman, Chairman

Headquarters—Olivet Methodist

Ten churches co-operating: Carfield Park Baptist, Jackson Boulevard Christian, St. Luke's Episcopal, Zion Evangelical, St. Matthew's Lutheran, Mandell Methodist Episcopal, Olivet Methodist Episcopal, St. Paul's Methodist Episcopal, First Bohemian Methodist Episcopal, and Westminster Presbyterian.

8,128 Survey Cards Completed.

Family Analysis: 2,601 Protestants, 3,142 Catholics, 771 Jewish, 1,514 Miscellaneous.

Protestant Population Listed: 4,232; In Sunday School, 688; Not in Sunday School, 3,544.

Church Preference: 2,169; No Church Preference, 592; Members Elsewhere, 159.

Total Evangelistic Responsibility: 2,920.

WEST KENWOOD—Rev. F. M. Morse, Chairman

Headquarters—Union Avenue Methodist

Three churches co-operating: Wentworth Avenue Baptist Mission, Pilgrim Mayflower Congregational, and Union Avenue Methodist.

1,924 Survey Cards Completed.

Family Analysis: 1,602 Protestants, 1,740 Catholics, 13 Jewish, 46 Miscellaneous.

Protestant Population Listed: 1,891; In Sunday School, 247; Not in Sunday School, 1,644.

Church Preference: 386; No Church Preference, 242; Members Elsewhere, 21.

Total Evangelistic Responsibility: 649.

WEST ROGERS PARK

Rev. C. S. Simonton, Chairman

Headquarters—Edgewater Presbyterian

Three churches co-operating: Olivet Lutheran, St. Mark's Lutheran, and West Ridge Community Methodist.

Protestant Population Listed: 4,592; In Sunday School, 1,078; Not in Sunday School, 3,514.

Church Preference: 1,604; No Church Preference, 206; Members Elsewhere, 93.

Total Evangelistic Responsibility: 1,903.

The desired information was secured from 149,794 families.

FAMILY ANALYSIS

Protestants	85,370
Roman Catholics	40,643
Jewish	5,877
Other Religious Societies	17,904

Protestant Population Listed	241,412
Number Attending Sunday School	41,813
Number not Attending Sunday School	196,910
Protestants above the age of 10 years without Church Membership, but giving definite Church Preference	80,600
Without Membership or Preference	14,938
Those having Membership out of the city	4,718
Total Evangelistic Responsibility	100,256

VII

DISTRIBUTION OF THE FINDINGS

WHEN the *Directed Survey* has been completed it is important to distribute the cards carrying the names of the "Prospects" carefully. Every name belongs to some pastor and becomes the responsibility of his church. The prompt and intelligent distribution of the total evangelistic responsibility of the churches is quite as important as it is to discover it.

All persons preferring the Roman Catholic Church should go at once to the proper representative of that church. In one of our city surveys, when this large pile of cards was delivered to the bishop of the diocese he exclaimed "marvellous" and, turning to his desk, wrote a check for a considerable amount.

All cards showing a preference for the Synagogue should be delivered to a representative rabbi.

Every person stating a definite preference for a local church should be delivered to the pastor of that church.

The cards showing a denominational preference but giving no local preference, if there are several churches of that communion in the community, must be divided among the pastors of that denomination *who are co-operating* in council.

Any cards giving a preference for a denomination which is not represented in the community should be given to the pastors of churches that are similar in doctrine and polity.

All co-operating pastors will divide the cards, showing no preference among the co-operating churches.

The spirit of intelligent and sympathetic co-operation that grows up among the churches of the various groups is well illustrated by an incident that occurred in one of our surveys. At the beginning of the *Directed Survey* in Richmond, Virginia, the pastor of the Parkview Methodist Episcopal Church, South, told the following story:

"A Catholic lady came and handed him the names of two ladies, living next door to her, as prospective members for his church; stating that one of the ladies had small children, and it would be difficult for her to attend church, but that she went to Mass at 7 o'clock in the morning and would gladly care for the children while the lady attended the 11 o'clock service of her church."

VIII

DIRECTED SURVEY: A PREPARATION MERELY

THE *Directed Survey* is not an end in itself. It is merely a preparation both of the people outside of the church and the church members for definite spiritual activity. It should never be made anticipating follow-up work by the pastor only. He would find himself in an impossible physical situation. And even if he could cover the entire responsibility alone, or with his staff, he could not assimilate them into the church after he won them.

Only when many of the church members assist in winning the people to Christ is a church prepared to give the new members spiritual nurture and establish them in the Christian faith.

Now and then we find a church unwilling to participate in a *Directed Survey* or a Kernahan Visitation Evangelism Campaign on the ground that they have no prospects. They are always mistaken. I remember a certain rector who took this position. The neighbour churches won forty-seven persons to confession of faith and willingness to be prepared for confirmation in his church.

There are a few pastors in every city who tell us that they desire to co-operate in the *Directed Survey,* but that they will carry on the Visitation later in their own way. This is usually an alibi. In most instances they never do it at all. I directed a Visitation Evangelism Campaign in Boston in the late winter of 1929. There were several suburban communities that were deeply interested in a plan to co-operate with Greater Boston. Some of the pastors assured their people that they could do the work just as well a little later. Not one of the communities ever did it.

The pastors of Oak Park and Evanston, Illinois, did not co-operate with the Greater Chicago Campaign. They proposed to direct their own campaign. They had exactly the same experience as the communities around Boston. While one hundred and seventy churches of Greater Chicago won 11,242 persons to Christian decisions and church membership they thought they would do " something " later.

IX

REACHING OUR OBJECTIVE

THE unavoidable task of the Christian churches is to christianize society. The essential work of a *Directed Survey* is to discover the individuals in society who are either unattached to the programme of the Christian churches or are not even professing Christians. The Christian churches cannot accomplish their task unless they have the information which the Directed Survey makes available.

The churches that work without an analysis of the population they serve, labour in the dark, and fail. The church that proceeds to her God-given mission with a thorough knowledge of the need of the Christian ministries throughout her constituency channels the spirit of God directly to the places of spiritual need and gloriously reaches her objective.

The Christian churches could easily christianize the world in one generation if the Christians would eliminate the terrible losses that are due to working in the dark.

Dr. A. Earl Kernahan, Mrs. Susanna E. Kernahan, William Knowles Cooper, Dr. Jason Noble Pierce and Rev. C. Q. Morong, after an interview with President Hoover at the beginning of the Washington Kernahan Visitation Evangelism Campaign

Pastors are always amazed at the findings of the survey. The old conservative city of Charleston, South Carolina, with an immense coloured population, made the following report:

KERNAHAN DIRECTED SURVEY

CHARLESTON, S. C.

January 5–10, 1930

General Headquarters, Y. M. C. A.

Mr. Clarence O. Getty, Survey Chairman

District No. 1. . . Judge Wm. H. Grimball, Director

Co-operating churches: St. Michael's Episcopal, Headquarters; First Baptist, First Presbyterian, Congregational.

Cards reported 1,033

District No. 2 . . . . J. V. Murray, Director

Y. M. C. A.—Headquarters.

Co-operating churches: St. Andrew's Lutheran, Trinity Methodist, French Huguenot.

Cards reported 606

District No. 3. . . . . Major W. S. Lanneau, Director

Co-operating churches: St. John's Lutheran, Methodist.

Headquarters; Grace Episcopal, Christian, Bethel

Cards reported 1,103

District No. 4......Rev. J. W. Hickman, Director

Co-operating churches: Second Presbyterian, Headquarters; Citadel Square Baptist, St. Luke's Episcopal, Hamstead Baptist, St. John's Episcopal.

Cards reported 1,546

District No. 5.........Mr. E. O. Rehm, Director

Co-operating churches: Holy Communion Episcopal, Headquarters; St. Matthew's Lutheran, St. Paul's Episcopal, Spring Street Methodist.

Cards reported 1,337

District No. 6.......Rev. G. A. Mickles, Director

Co-operating churches: Westminster Presbyterian, Headquarters; St. Barnabas Lutheran, Rutledge Avenue Baptist, Christ Episcopal, Zing Street Baptist, Asbury Memorial Methodist.

Cards reported 1,771

District No. 7.................North Charleston
Rev. E. V. Best, Director

Co-operating churches: Cherokee Methodist, Headquarters; North Charleston Methodist, Rosemont Baptist, Charleston Heights Baptist, St. Peter's Episcopal by the Sea, North Charleston Baptist.

Cards reported 782

Thirty-two co-operating churches reported ....8,044 cards

Vacant houses	197	
Information refused	45	
Coloured	280	522
Total families from which information was secured		7,522

Family Analysis

Protestant	6,424
Catholic	830
Greek	60
Jewish	200

Analysis of White Population

White Protestant Population	22,271
Number Enrolled in Sunday School (all ages)	9,316
Number Not Enrolled in Sunday School (all ages)	12,955
Without Church Membership, with Preference	3,221
Without Church Membership, with no Preference	392
Membership Elsewhere	962
Total Evangelistic Responsibility	4,575

During the Kernahan Visitation Evangelism Campaign, with only part of the churches cooperating, we won 1,050 persons to Christian decisions and Church membership. Christian

X

AFTER A DIRECTED SURVEY: KERNAHAN VISITATION EVANGELISM

THERE are enough "Followers of Christ" to christianize the world in one decade. There is sufficient dynamic in the personality of Christ to redeem society in less than ten years. There is a growing interest in the transforming power of the Gospel Jesus announced to attract and hold the attention of all peoples. The mind of man desires to know about God. The heart of the race is sick for lack of spiritual nurture. The situation is most promising. With an adequate number of Christians to do the work, a dynamic Saviour to trust and present, and a human family lonesome for the heavenly Father, evangelism is now entering upon a new era.

The only real problem that we face in the work of making the world Christian is the task of leading the devotees of Christ to assume their individual responsibility for the propagation of the Christian faith.

This task has to do with spirit and method. We must be imbued with the spirit of Christ. This is prerequisite to success in the whole undertaking. There is great danger, however, that we fail to use the spirit of Jesus that thrills our minds, warms our hearts and stirs our imaginations, when we do have it. We must practice a method which organizes this urge and initiates each person who receives spiritual impressions and impulses into immediate religious expressions which issue in Christian achievement.

There were sufficient divine stirrings in the minds and hearts of Christians during this recent Pentecost to lead to the winning of ten million persons to Christian decisions and Church membership. They were not given an adequate opportunity to work out their impulses in substantial service. In fourteen weeks' time I have had the supreme joy of seeing the men, women and young people whom I have had the honour to direct, win over 29,000 persons to Christian decisions and Church membership.

It would be marvellous to observe the growth of Christ's Kingdom if we would give as much attention to the expressional side of church life as we do to the impressional side.

Every church member must become a spiritual force. This is the purpose of Pentecost. This will not come about through talk. It will be achieved *in* work. The first disciples were transformed from average, ordinary individuals into spiritual giants through the experience of Christian conquest. We have depended too much upon discussion and indoctrination taught within the walls of the sanctuary, only.

The most efficient way to develop a generation of laymen into spiritual forces is to instruct and direct them all in Visitation Evangelism. Any layman who is sincere and believes in Christ can win others to Christ. Just the moment he makes a Christian disciple he becomes a dynamic spirit. If he has been a Christian for years his psychological inhibitions are broken down and the silent yearning to serve Jesus and men pours forth in a life-giving stream.

If he is a new disciple he follows the first impulse that an adult has when he becomes a Christian, and finds that he can lead others to his new-found satisfaction and joy. Both the Christian of many years and the disciple of a day become spiritually powerful when they channel the Holy Spirit to other lives.

In seventy months of work I have trained and directed Christians who have won 228,410 persons to Christian decisions and Church membership. I have been more impressed with the growth of spiritual power and grace among the laymen, who did the work, than I have with the miracle of thousands redeemed.

A resolution passed at the Jubilee Praise Service held in the Auditorium Theatre, Sunday, March 30, 1930, at 3 o'clock, under the auspices of the Chicago Church Federation:

" The ministers and churches of Chicago, cooperating in the Greater Chicago Kernahan Campaign of Visitation Evangelism, assembled in a great mass meeting in the Auditorium Theatre, Sunday afternoon, March 30, 1930, desire to express their profound gratitude to God for the campaign and its results.

" They extend to Dr. A. Earl Kernahan, and his devoted staff of workers, their deep appreciation of the fine leadership, unflagging zeal, and consecrated service which they gave so generously to the movement; and their further gratitude for the fine Christian spirit displayed throughout their weeks of strenuous labour.

" They record their conviction that the campaign has brought only blessing in its train, and has been entirely free from any unfortunate aftermath of dissatisfaction. The ministers of the city have been brought into intimate fellowship, the churches have worked together in warmest Christian brotherhood, and thousands of men and women have been brought to Christ and built into the life of the Church.

" We express our conviction that Dr. Kernahan's method of Visitation Evangelism is peculiarly suited to our times, and deserves the ardent support of the churches of America. We pray for the blessing of God upon him and his staff in their continuous effort to bring men and women to Jesus Christ."

This resolution was presented by Walter R. Mee, Executive Secretary, Chicago Church Federation, and passed by the unanimous vote of over three thousand pastors and laymen.

When a number of the members of any church become active in Visitation Evangelism the pastor has an excellent opportunity to develop his church into an evangelistic force in the community. His members who worked in the Visitation Campaign are eager to continue this blessed experience. Here is a recent experience:

" Court House
" Rome, New York,
" March 28, 1930.

" Dear Dr. Kernahan:

" I wish to express my appreciation of the results accomplished in Zion Protestant Episcopal Church at Rome during the past two weeks in the ' Directed Survey' and Kernahan Visitation Evangelism Campaign under your efficient leadership.

" I was fearful that it might be a failure in our church, because we have never done anything like it before, and our people are rather conservative about asking any one to become Christian and members of the Church.

" One of our wardens acted as district director, and we had a large number of people volunteer to take the census. On Sunday afternoon, in the follow-up campaign, fifty-two members of our congregation went out in teams to solicit members for their letters of transfer and those who had expressed a preference for our church were asked to join our confirmation class. The census showed there were about 350 prospects.

" We received a good reception almost everywhere, sometimes getting whole families and frequently getting the husband, where the wife was a member, and the wife, where the husband was a member, thereby uniting the whole family. There were many interesting experiences. I found the follow-up work very interesting. I had made calls on some people and someone else would call and get the decision card signed. Some were still in the valley of decision and will probably come in later. This is the first time in our experience that lay members have asked any one to take a definite religious stand.

" Up to the last day of the canvas the results are as follows: 32 letters of transfer, 12 reinstated on the church books, and 75 decision cards signed for confirmation. Our rector, Rev. E. H. Carhart, said it was more than he could have done in five years. We expect to have the largest confirmation class in the history of Zion Church.

" With best wishes for the success of your work, I am, with great respect,

" Sincerely yours,
"(Signed) JUDGE GEORGE T. DAVIS,
" Warden, Zion Protestant Episcopal
Church, Rome, New York."

And here is the reaction of a pastor:

" We feel that our churches in a large measure discovered themselves in the New Testament method of soul-winning. We believe that great good has come to hundreds of our laymen, who will *continue* this good work with a new confidence. The campaign is built around the pastor and the local church. Therefore, we are compelled to believe that the results will be permanent.

" FORREST SMITH, D.D.,
" Pastor, Broadway Baptist Church,
" Fort Worth, Texas."

Any Christian Church, anywhere, can become an evangelistic force in the community by having a group of men, women and young people trained in a Visitation Evangelism Campaign, and then continue this work throughout the year.

The spirit and a method of evangelism are needed throughout all churches. They will demand a vital evangelism. Our situation with regard to the work of evangelism is paradoxical. The churches need a baptism of evangelism, the people outside of the Church are especially susceptible to the Christian appeal; and yet thousands of churches go limping along and will die unless they become evangelistic. The explanation is simple: We have attempted to do our share of the work by proxy. The evangelist and pastor have tried to do all of this work alone.

The old method has failed. Churches are in the "slough of despond." They can be revived, energized and spiritualized in a day when we place the responsibility for the Christianization of the world where it belongs and train all of our people in the work of *Visitation Evangelism.*

XI

WHAT HAPPENS THEN?

THE results for one season of Kernahan Visitation Evangelism Campaign after preparation had been made by Kernahan Directed Surveys are marvellous. The following report covers our work from September 1, 1929, to May 30, 1930:

	Prospects	*Decisions*	*Teams*
1929			
Sept. 1–6: Albemarle, So. Carolina, Survey.			
Sept. 8–13: Albemarle Visitation...	748	437	24
Sept. 15–20: Alexandria, Va., Survey.			
Sept. 22–27: Alexandria Visitation..	601	372	28
Sept. 29–Oct. 4: East Liverpool, O., Survey			
Oct. 6–11: East Liverpool Visitation	1,292	762	61
Oct. 13–18: Louisville, Ky., Survey. Preparatory Work in Chicago.			

"Louisville will have cause to remember Dr. A. Earl Kernahan and his corps of workers forever.

"A new vision of evangelistic passion and power has been given to all the churches so fortunate as to have been included in the campaign. Hundreds of men and women have been brought to decision for Christ and the Church who never would have attended a mass revival service, more than a thousand lay-workers have found that their powers consecrated to the saving Christ, can win men and women to Christ and enlist them in the real work of the Church. We have been taught to do a type of work that taxes body, mind and soul, but splendidly worthwhile, and we propose to make our new knowledge permanent in the lives of our churches.

" It is our sincere hope that Dr. Kernahan and his group of workers may return for another campaign in the not distant future.

" (Signed) John Lowe Fort,
" A. E. Klick,
" Edgar C. Lucas."

	Prospects	*Decisions*	*Teams*
Oct. 20–25: Louisville Instruction.			
Oct. 27–Nov. 1: Louisville Visitation, 26 Churches	3,600	2,016	152
Check-ups on Follow-ups	1,604	916	81
Nov. 3–8: Organization Work.			
Nov. 10–15: Series of Addresses, Virginia Baptist Convention.			
Nov. 17–22: Organization Work.			
Nov. 24–29: Bloomington, Ind., Survey.			
Dec. 1–6: Bloomington Visitation	902	574	43

	Prospects	*Decisions*	*Teams*
Dec. 8–13: Preparatory Work in Washington.			
Dec. 15–20: Preparatory Work in Richmond.			
Dec. 22–27: Christmas.			
Dec. 29–Jan. 3: Akron, O., Survey.			
Sharon, Penna., Survey.			
1930			
Jan. 5–10: Charleston, So. Carolina, Survey.			
Sharon, Pa., Instruction.			
Jan. 12–17: Sharon Visitation......	1,702	991	62
Charleston Instruction.			
Greenville, So. Carolina, Survey.			
Jan. 19–24: Charleston Visitation, 19 Churches	1,901	1,051	88
Petersburg, Va., Survey.			
Chattanooga, Tenn., Survey.			
Check-up on Follow-ups.........	1,262	708	60
Jan. 26–31: Petersburg Visitation...	1,140	704	51
Greenville Instruction.			
Chicago, Ill., Survey.			
Feb. 2–7: Akron, O., Instruction.			
Chicago Survey.			
Greenville Visitation, 5 Churches.	590	370	26
Feb. 9–14: Akron, O., Visitation, 26 Churches	2,430	1,584	108
Shelby, O., Survey.			

	Prospects	*Decisions*	*Teams*
Feb. 16–21: Shelby Visitation, 5 Churches	504	310	26
Chattanooga, Tenn., Instruction.			
Feb. 23–28: Chattanooga Visitation, 30 Churches	2,403	1,603	132
Mar. 2–7: Chicago, Ill., Instruction.			
Mar. 9–14: Chicago Visitation, 179 Churches	20,010	11,242	697
Preparatory Work in Ft. Worth, Texas.			
Washington, D. C., Survey.			
Check-up on Follow-up	7,201	4,036	360
Mar. 16–21: Rome, N. Y., Survey.			
Washington, D. C., Survey.			
Mar. 23–28: Rome Visitation, 7 Churches	1,012	672	47
Ft. Worth, Texas, Survey.			
Mar. 30–Apr. 4: Washington, D. C., Instruction.			
Richmond, Va., Survey.			

“The pastors and workers of the co-operating churches in this section of the city, assembled in this the last meeting of the campaign, express our unqualified approval of the Method of Evangelism to which Dr. Kernahan has introduced us.

“We desire further to express to Dr. Kernahan and all his associates our gratitude for the intelligent and consecrated leadership they have given in this campaign. We pray God's blessings upon them and commend to the consideration and confidence of our fellow Christians everywhere."

Resolution introduced by
Dr. Charles W. Daniel,
Pastor, First Baptist Church,
Richmond, Virginia.

Passed by 1,000 workers and pastors.

	Prospects	*Decisions*	*Teams*
Apr. 6–11: Washington Visitation, 109 Churches	9,201	5,366	417
Delivered Series of Lenten Addresses.			
Rockford, Ill., Instruction.			
Apr. 13–18: Rockford Visitation, 5 Churches	560	320	40
Ft. Worth, Texas, Instruction.			
Apr. 20–25: Ft. Worth Visitation, 28 Churches	2,840	1,656	132
Apr. 27–May 2: Richmond, Va., Instruction.			
May 4–9: Richmond Visitation, 84 Churches	8,706	5,272	380
May 11–16: Miami, Fla., Survey.			
Two addresses in Dallas, Texas.			
May 18–22: Addresses in Denver, Colo., and Pueblo, Colo.			

May 25–30: Dictated Manuscript for book on *The Directed Survey and Visitation Evangelism,* and carried on Organization Work.

The Visitation Campaign for Miami, Florida, and Kenova-Ceredo, West Virginia, are to be held yet this season.

"In the past seventy months there have been won to Christ and the Church, in the 'Kernahan Visitation Evangelism Campaigns," 228,410 persons. This movement is decidedly the greatest religious movement in modern times. Dr. A. Earl Kernahan, without doubt, is the greatest evangelist of this day. He is the originator of this movement and this method of evangelism. Fred B. Smith, of New York, that great modern lay evangelist to men, said a little while ago: 'As God raised up Dwight L. Moody in his day, and J. Wilbur Chapman in his day to re-emphasize the evangelistic message, so God has raised up A. Earl Kernahan to re-emphasize the personal element in making that message effective in the evangelization of this modern age.' But those who know Dr. Kernahan intimately, know that the greatness of the man is in his humble, sweet Christ-like spirit. He is in truth, a man in whom God lives. What a great blessing it is to the Capitol of these United States and to the churches composing its religious life, to have this man of God leading us in this great 'Crusade' for Christ and the Kingdom."

NEWTON P. PATTERSON, D.D., Pastor,
First Presbyterian Church, Washington, D. C.

There have been 41,240 persons won to Christian decisions and Church membership during the season of 1929 and 1930, and there are two campaigns yet to be conducted.

XII

JESUS WEPT OVER JERUSALEM

Scripture for Meditation, Luke 19:37–46.

"And when he drew nigh he saw the city and wept over it."—LUKE 19:41.

MEN of far less spiritual sensitiveness have wept over the city. They, like Jesus, have laboured for the redemption of the city and have been disappointed. But Jesus could see the future consequences of their heedlessness to His teaching clearer than any other man has been able to see the future of careless, negligent and blasé people as they have pressed on toward inevitable desolation.

I. It is not strange that Jesus gave vent to His yearning heart at that moment.

At the descent of the Mount of Olives " The whole multitude of the disciples began to rejoice and praise God with a loud voice for all the mighty works they had seen."

And some of the Pharisees from the multitude said unto Him, " Teacher, rebuke thy disciples." And He answered and said, " I tell you that if these shall hold their peace, the stones will cry out." The disciples were overwhelmed with a feeling of gratitude that had to be expressed. They were living in the realm of memory.

Jesus appreciated their attitude and spirit, but He was absorbed in the future. He remembered froward, careless, blind Jerusalem and knew the inevitable consequence.

"And when he drew nigh, he saw the city and wept over it." His disciples were rejoicing while He was weeping. They were thinking of His mighty works. Jesus was thinking of war, disaster, and death that would come upon Jerusalem as a result of spiritual blindness. He says, " Because thou knewest not the time of thy visitation."

Jesus saw the city clearly. He was deeply stirred, first with pity and then condemnation. He wept as He saw their indifference. He was filled with wrath as He saw their unrighteousness. "And he entered into the temple and began to cast out them that sold, saying unto them, It is written, My house shall be a house of prayer: but ye have made it a den of robbers." He saw the tendency to serve greed and selfishness even at the cost of desecrating the house of worship.

If we could see the modern city clearly we would weep. From thirty to seventy per cent of the population of our cities are outside of the churches. Many who do belong to the churches are careless and indifferent. Sixty-five per cent of the children are being reared without religious instruction. Astute financiers are organizing and exploiting this careless mass through commercialized recreation and a noisy and blasé Sunday.

II. If Jesus wept over the city, we cannot remain uninterested.

He knew that Jerusalem was doomed. We must realize that our modern city will eventually be encompassed by enemies and destroyed unless we change the trend of city-thought and the conduct of many city dwellers. The future of civilization will be determined in the city.

We must purify our newspapers. They are largely organs of deceit. The Christian people can do this in a day when Christian business men, so-called, become Christian in their business.

We must purify our motion pictures. This can be done in one year when Christian parents refuse to patronize institutions that pour poison into the imaginations of the children.

We must christianize industry. The Christian Church can accomplish this in one generation by " taking Jesus seriously."

We must cleanse our churches. When we insist upon each church member going out in Visitation Evangelism to win others to Christ the Church will promptly purify herself.

The city can be redeemed and future civilization secured if Christianity will follow Christ and both weep over the city and condemn her unrighteousness. It is necessary to have compassion first, and condemnation of sin will compel action.

During our campaign in Ft. Worth, Texas, a team of two people won twenty-three individuals in five nights' work. They loved people and hated unrighteousness.

III. Jesus suggests that a city can be redeemed.

The Christian Church can redeem the cities. We have scarcely started this sacred business yet. If all of the denominations would join forces and proceed to this most important task, individual Christians everywhere would begin to say, " Even the evil spirits are subject unto us."

Eighty-seven churches in Philadelphia won 6,363 persons to Christian decisions and Church membership in one week. Fifty-seven churches in Boston won over 3,000 to discipleship in six days. One hundred and sixty-two churches in New York City won 10,109 individuals to the Christian life in five and one-half days. One hundred and seventeen churches in Pittsburgh, Pennsylvania, won 6,464 persons to Christ in one week. Fifty-one churches won 4,654 men, women and young people to Christian decisions in Norfolk, Virginia, in six days. Eighty-four churches in Richmond, Virginia, won 5,272 individuals to the Christian churches in six days. One hundred and nine churches in Washington, D. C., won 5,366 persons to Christian discipleship in one week. One hundred and seventy-nine churches in Chicago, Illinois, won 11,242 men, women and young people to the Christian churches in five and one-half days.

It would be glorious if all Christ's churches would proceed intelligently and constantly to the redemption of the city.

IV. The Christian churches shall redeem the cities.

This will be accomplished when we have a mind and a heart like Jesus. We can get a mind and heart like Christ when we *worship* and *work* like He did. We have been stumbling over the fallacy that prayer alone would give us the mind and heart of Jesus.

Compassion comes through a sympathetic appreciation of the other person's problems. This appreciation comes through close contact with and knowledge of the other man's life. Compassion is a peculiar mixture of knowledge about and love for people. The people of the churches must have this mind.

Condemnation is the expression of a righteous mind against the sinful acts of an individual or a group of individuals in an attempt to arrest attention and convict of sin.

Neither compassion nor condemnation can be generated in prayer or meditation alone. Both come to Christian spirits who pray for nurture and work for God and man. We need more " Living Epistles."

Thousands and thousands of Christian disciples are being prepared through *Visitation Evangelism* to capture the modern city. We are right on the threshold of a new era in Christian conquest. *The Christian churches shall redeem the city.*

XIII

THE DISCOVERY OF A DYNAMIC DISCIPLESHIP

A FRIENDSHIP finding its origin in a profound love will battle the powers of evil and ultimately triumph. History is replete with evidence of this fact. All the way from Naomi and Ruth to Jesus, sacred history throbs with the heart-beat of a spiritual friendship which will some day become universal. This friendship becomes dynamic in the life, death and resurrection of Christ. The only satisfactory explanation of Christian discipleship is friendship with Jesus.

Scripture: Friendship for Christ Overcomes Fear.

Matthew 26:46–58

"Rise, let us be going; behold, he is at hand that doth betray me. And while he yet spake, lo, Judas, one of the twelve, came, and with him a great multitude with swords and staves, from the chief priests and elders of the people. Now he that betrayed him gave them a sign, saying, Whomsoever I shall kiss, that same is he; hold him fast. And forthwith he came to Jesus, and said, Hail, Master: and kissed him. And Jesus said unto him, Friend, wherefore art thou come? Then came they, and laid hands on Jesus, and took him. And, behold, one of them which were with Jesus stretched out his hand, and drew his sword, and struck a servant of the high priest, and smote off his ear. Then said Jesus unto him, Put up again thy sword, into his place; for all they that take the sword shall perish with the sword. Thinkest thou that I cannot now pray to my Father, and he shall presently give me more than twelve legions of angels? But how then shall the Scriptures be fulfilled, that thus it must be? In that same hour said Jesus to the multitudes, Are ye come out as against a thief with swords and staves for to take me? I sat daily with you teaching in the temple, and ye laid no hold on me. But all this was done, that the Scriptures of the prophets might be fulfilled. Then all the disciples forsook him, and fled. And they that had laid hold on Jesus led him away to Caiaphas the high priest, where the scribes and the elders were assembled. But Peter followed him afar off unto the high priest's palace, and went in, and sat with the servants, to see the end."

"But all this was done, that the Scriptures of the prophets might be fulfilled. Then all the disciples forsook him, and fled."—MATTHEW 26:56.

"But Peter followed him afar off unto the high

priest's palace and went in, and sat with the servants, to see the end."—MATTHEW 26:58.

Peter is an interesting illustration of human nature at its worst and at its best. When Jesus was taken by the mob He quailed with fear. He even denied being a friend and follower of Christ. He surrendered completely to the weakness of the flesh. When he had an opportunity to reflect he could not refrain from the impulse to follow his Master to the home of the high priest. "He sat with the servants to see the end."

I. Spiritual friendship overcame fear.

Human nature without a spiritual dynamic is always short-sighted and blind to future good. When Peter was in close contact with Christ he was willing to die with Him. He once said that he would. When he was away from Christ he even denied knowing Him.

This is a practical mysticism. Intimate communion with Christ energizes and makes bold. The history of the work of the apostles after Christ's death upon the Cross is a splendid illustration of the marvellous effect of His life and death upon His friends. It reaches on down through the years. St. Paul was transformed from an enemy to a disciple by words of friendship, " Saul, Saul, why persecutest thou me."

God proposes to build His Kingdom through friendship. He has made great progress.

There was more expansion, however, in His Kingdom during the first two centuries after Jesus' life in the flesh than there had been all the way from Adam to Christ. The friendship of God for the human race came down and walked in the fields of Judea and Perea. He overflowed with sympathy. The poor were encouraged and the sick were healed. God broke free from an abstract idea and stepped forth in a vibrant personality.

The writers of the New Testament were men who were impelled in their work by this friendship for Christ. The New Testament is largely a record of their deeds and thoughts under the influence of the personality of Jesus.

The most wholesome leaders of thought and action for nineteen hundred years have in a large majority of instances been friends of Christ. He banishes fear and liberates mind and hands for constructive service. He energizes the mind and gives artistry to the hand.

I conducted a "Directed Survey" and Visitation Evangelism Campaign in Chattanooga, Tennessee, at one time. The pastor of the First Christian Church asked me to accompany him on a call upon one of the best law enforcement officers in the South. He had just returned from a trip to Texas in pursuit of two thieves. He had returned that morning with his men.

When we proceeded to visit with this man about Christ he began to tremble. He was frightened. The Christian pastor insisted that he owed his influence to Christ and Christian work. This man sat and looked at his pastor for several minutes. I could fairly feel the friendship between these two men. Then, as he ceased to tremble, the officer took a pen and said: "If my decision for Christ will win others to the Christian life I will make it now." He recorded his decision.

II. Friendship for Christ will conquer destructive influences.

Every influence that attacks the cardinal virtues is conquered by this friendship. Self-

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Rev. C. Q. Morong, Member of Kernahan Staff, Dr. A. Earl Kernahan and Mrs. Susanna E. Kernahan starting with a Police Escort in order to make a schedule of speaking engagements to assist in Christianizing a City.

respect is enhanced. Sacredness of life is magnified. The beauty of the home is safeguarded. The sublimity of personality is taught. Selfishness is tabooed. The development of the intellect is pursued. Man is exalted.

Human society becomes the main consideration among the friends of Christ. Social responsibility is established. He who would become greatest must become the servant of all.

When the disciples left the upper room and proceeded to spread friendship for Christ and His principles to the ends of the earth, every immoral and non-social influence started a battle which was sure to end in defeat. The battle is just well under way.

One man cannot destroy another man any more without condemnation. Clan does not pitch war against clan, now. Race prejudice is in disrepute. Nation must not plot against nation unless the judgment of the world be upon her.

Political chicanery is dying hard. The human value in industry is entering a better day. International hatred cannot be propagated openly. Sobriety will eventually be established in the earth. Immorality in personal and international practice is on the run. Christ is among us.

III. Friendship for Christ becomes the dynamic of unique achievements.

All the way from the conversion of the Roman Empire, during the first two centuries after Christ, to the signing of the Kellogg Pact, the men who have been most active in the moral and social achievements have been friends of Christ. They have been imbued with His Spirit and controlled by His motive.

The public school system is the product of the Christian Church. Every protective law that guards the virtue and sacredness of the home has been nurtured by the Church of Christ. Every institution that attempts to culture and exalt personality has secured its personnel of workers from the Christian environment.

Miss Margaret Slattery illustrates this fact well in a little story. She was hurrying down Joy Street, Boston, to catch a train, when she heard someone call, "Miss Slattery." She could not discover the place from whence the voice had come, and again she heard the call, "Miss Slattery." The voice called several times. Just as she was ready to hurry on she heard, "Look up." High above her, in the window, was the face of a little girl. Miss Slattery says, "If you would see a child, you must look up."

The men and women who have accomplished great moral and social progress have looked up to God.

IV. Friendship for Christ leads all of His followers to constantly look into the face of God.

Friendship for Christ furnishes the spiritual contagion of a movement that will spread over the whole earth.

The truthfulness of this statement was demonstrated when Andrew met Jesus and at once brought Peter, when Philip got Nathaniel and the Samaritan woman brought the village out to meet Jesus.

This process has been going on ever since, just in proportion to the way in which Christ has been exalted. Remove Him from the heart of Christian ethics, and the dynamic is gone.

Early in September of the year nineteen hundred and twenty-nine, I conducted a *Directed Survey* and Visitation Evangelism Campaign in the state of North Carolina. Upon Thursday night of visitation week a young man who was a student at Duke University came in with this story:

> " One night this week we finished our work early and I suggested to one of the young men, whom we had won to Christ a few minutes before, that I knew a young boy whom we could call upon. This boy is practically a street product. He has had no religious training. We found him, took him in the car, and proceeded to visit with him about Christ as Saviour and Lord.
>
> "As we visited, we drove slowly, and finally arrived in front of our church. I asked both of the boys to come into the church with me. The worship room was dark with the exception of a light which illuminated a painting of Jesus. We sat before this picture and I told him the story of Jesus. The boy protested that we would not want him in our church. I told him that we would, but exhorted him to remember that the main thing for him to consider was whether he would accept Christ as Saviour and follow Him.
>
> " He said that he believed in Christ as Saviour, and would follow Him. He declared that he loved Christ, and that he wanted to be like Him. He asked Christ's forgiveness and became a Christian."

Christian friendship becomes especially dynamic when it is most active.

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